A decorative border of grapevines with clusters of grapes and large leaves, rendered in a stylized, high-contrast black and white illustration. The border frames the central text area.

MARCH  
NUMBER  
1905

# THE LARKIN IDEA

50 Cents A Year

COPYRIGHT 1905 BY LARKIN CO.



# Larkin Corn Starch

Now Ready for Larkin Customers

One Pound.

Price, 10 Cents.

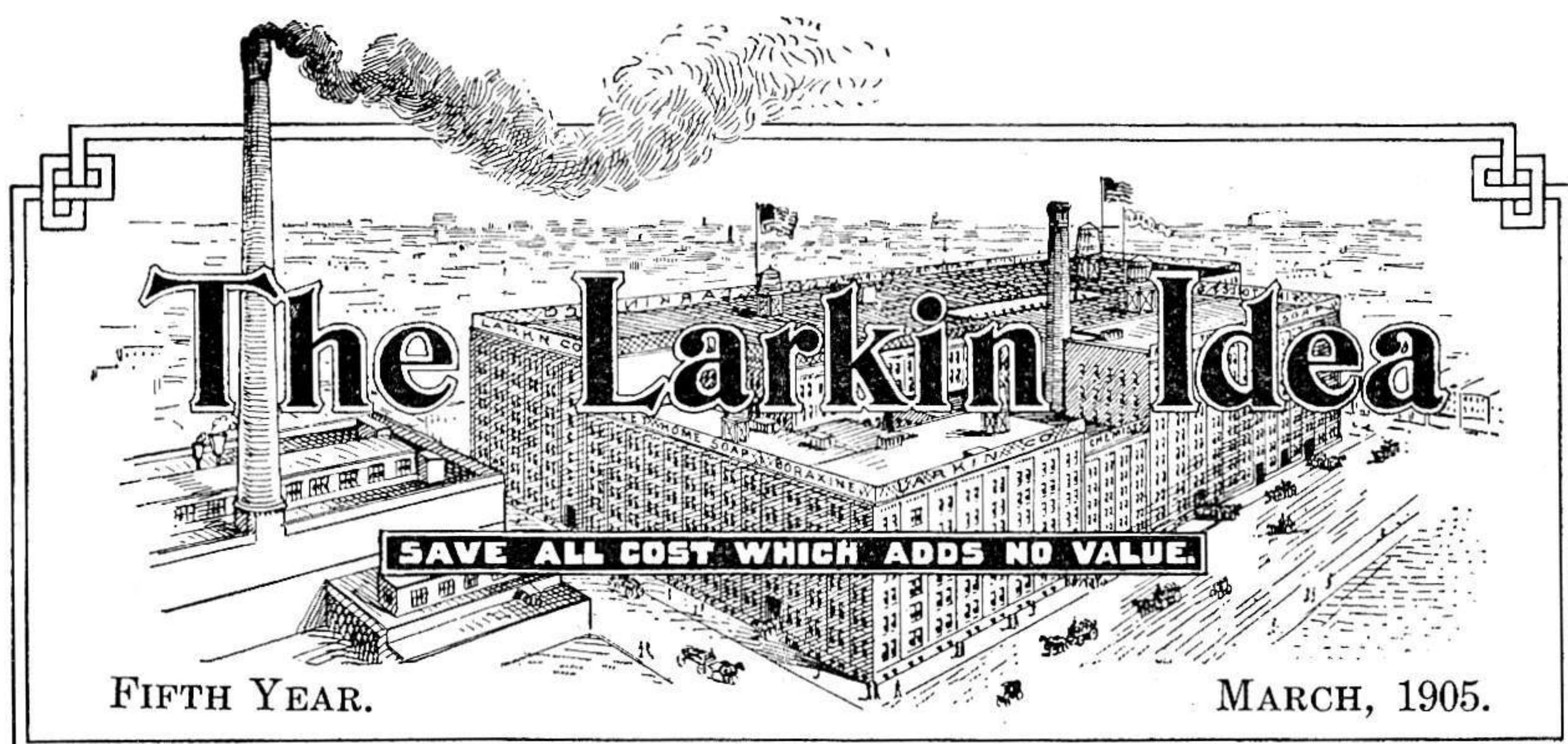


PURE starch from Western-grown corn. Prepared by a process that insures rich, creamy color, sweet, appetizing aroma and delicious corn flavor. Absolutely pure; just as found in the kernel.

Larkin Street, *Larkin Co.* Buffalo, N. Y.

ESTABLISHED, 1875.





### THE SONG OF THE SLEEPY HOLLOW.

BY AUNTIE NELL.

The wind is sweeping thro' the fields and heaping up the snow,  
And whistling thro' the leafless trees, whipping branches to and fro;  
But in the snug old farm-house the firelight's cheerful gleam  
Bids us forget the sleet and wind, the chained and silent stream.  
The work all done, now Mother calls the wee ones both to follow  
When she sits down before the fire in the Larkin Sleepy Hollow.

Such pictures in the fire they see, such tales dear Mother tells them  
Of "Once upon a time there lived"—and wondrous things befell them.  
There's not a chair in all the room that has such comfort in it.  
A throne would not console them for its loss, a single minute.  
While, cuddled close and cozily, the charming stories follow,  
They bless the happy thought that wrought the Larkin Sleepy Hollow.

Oh sweet and happy childhood's dreams, if we could only keep them!  
The care-free thoughts, the simple faith, hopes, sown, if we could reap them!  
But on swift wings the moments fly, resistlessly, unceasing.  
And childhood days will soon be gone and manhood's cares increasing.  
In after years when struggling with hardships sure to follow,  
Will they look back and long for home and the Larkin Sleepy Hollow.

### FIRST LARKIN TEMPORARY SHOW-ROOM EXHIBITION.

The success of the first Larkin Temporary Showroom Exhibition, which was held in Jamestown, N.Y., January 30 to February 11, measured up to our most sanguine expectations. If we are to accept, as a criterion, the verdict accorded by those who came to examine the display,—and why should we not?—we feel sure that this new departure will be the means of establishing greater confidence and better understanding

between us and our customers, and of introducing into many new homes the benefits of dealing with us.

From the opening morning until the closing night, the attendance and the enthusiasm never lagged. The first day three hundred people were entertained, and on Saturday, February 4, over sixteen hundred came to see the Premiums and Products. About one fourth of the people in Jamestown, a city of



22,892, visited the exhibition, and many from the surrounding country and near-by villages joined them.

The beauty of the seven hundred Premiums in the display elicited praise from every visitor. Even some of our Old Customers who have been dealing with us for years, and who have six and eight of our Premiums in their homes, were agreeably surprised; and people who were not familiar with the Larkin Idea were astonished.

The Jamestown press was very cordial in its comments.

The *Morning Post* said: "The Larkin Co. of Buffalo has an exhibition in the old postoffice building, one of the handsomest displays of Premiums ever seen in Jamestown"; and in a later issue it called the exhibit "One of the best ever seen."

The *Journal* had this to say: "How to furnish a home completely, cozily and elegantly, and without cost, is demonstrated by the Larkin Co. of Buffalo, now conducting an exhibit of their famous Premiums, Soaps, Toilet Articles and household necessities, in the old postoffice building.

"Interest in the exhibit has steadily grown since its opening last Monday, and the attendance has increased until nearly a thousand people visit the showroom daily. It appeals strongly to the housewife who has the interest, comfort and beauty of her home at heart, to the husband and to the girls and boys who are interested in guns, fishing tackle and all out-door goods, for the Buffalo firm has provided for the demands of all."

C. L. Eckman, a prominent business man of Jamestown, writes:—

"I believe that this scheme will do a great deal of good; as we hear considerable comment on the exhibition, and everybody, with the excep-

tion of a few of the merchants, speaks well of the display. I trust that it will be the means of greatly increasing your business as it progresses."

An itinerary through the State of New York has been planned, which it will require ten months to complete. The schedule for this month is Feb. 27 to March 4, inclusive, Hornellsville; March 6 to 18, inclusive, Elmira; March 20 to April 1, Binghamton. Other showrooms will be organized later, to visit other States.

The object we have in view in conducting this Temporary Showroom is that our customers and friends may gain a better knowledge of our Premiums and Products and a more thorough understanding of what we are doing. The exhibition is held for demonstration only; nothing is sold. When it reaches your vicinity, don't fail to pay it a visit.

#### "CONSCIENCE MAKES COWARDS OF US ALL."

A little boy who had been blowing bubbles all the morning, tiring of play, and suddenly growing serious, said, "Read me that thory about heaven; it ith tho gloriouth."

"I will," said the mother; "but first tell me, did you take the soap out of the water?"

"Oh, yeth: I'm pretty thure I did."

The mother read the description of the beautiful city, the streets of gold, the gates of pearl. He listened with delight; but when she came to the words, "No one can enter there who loveth or maketh a lie," bounding up, he said, "I gueth I'll go and thee about that thoap."—*New York Observer*.

#### MORE NEW LARKIN PRODUCTS.

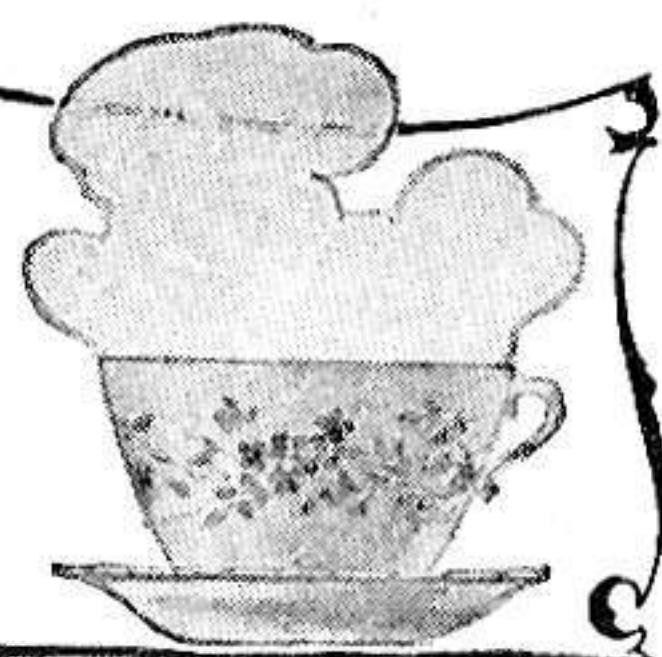
THE LARKIN IDEA for April will announce more new Larkin Products that are used daily in nearly every home.





# COFFEE

NOW READY FOR LARKIN CUSTOMERS



**L**ARKIN 35c.  
Blend Coffee,  
a delectable blend

of choice cup-quality is now ready for the tables of Larkin customers. Hereafter, it may be included in all orders.

Larkin 35c. Blend Coffee, ground, in air-tight canister, price 35c. a lb.; 3 lbs., \$1.00.

The superiority of Larkin Coffee in flavor and aroma is directly due to the care employed in its production.

The whole process, from the selection of green materials to the sealing of the filled canisters, is conducted under the scrutiny of an expert who has made a life study of coffee production.

The green coffee-beans from which Larkin Coffee is blended are of the choicest mountain-grown varieties, selected because of their richness in aroma and flavor qualities.

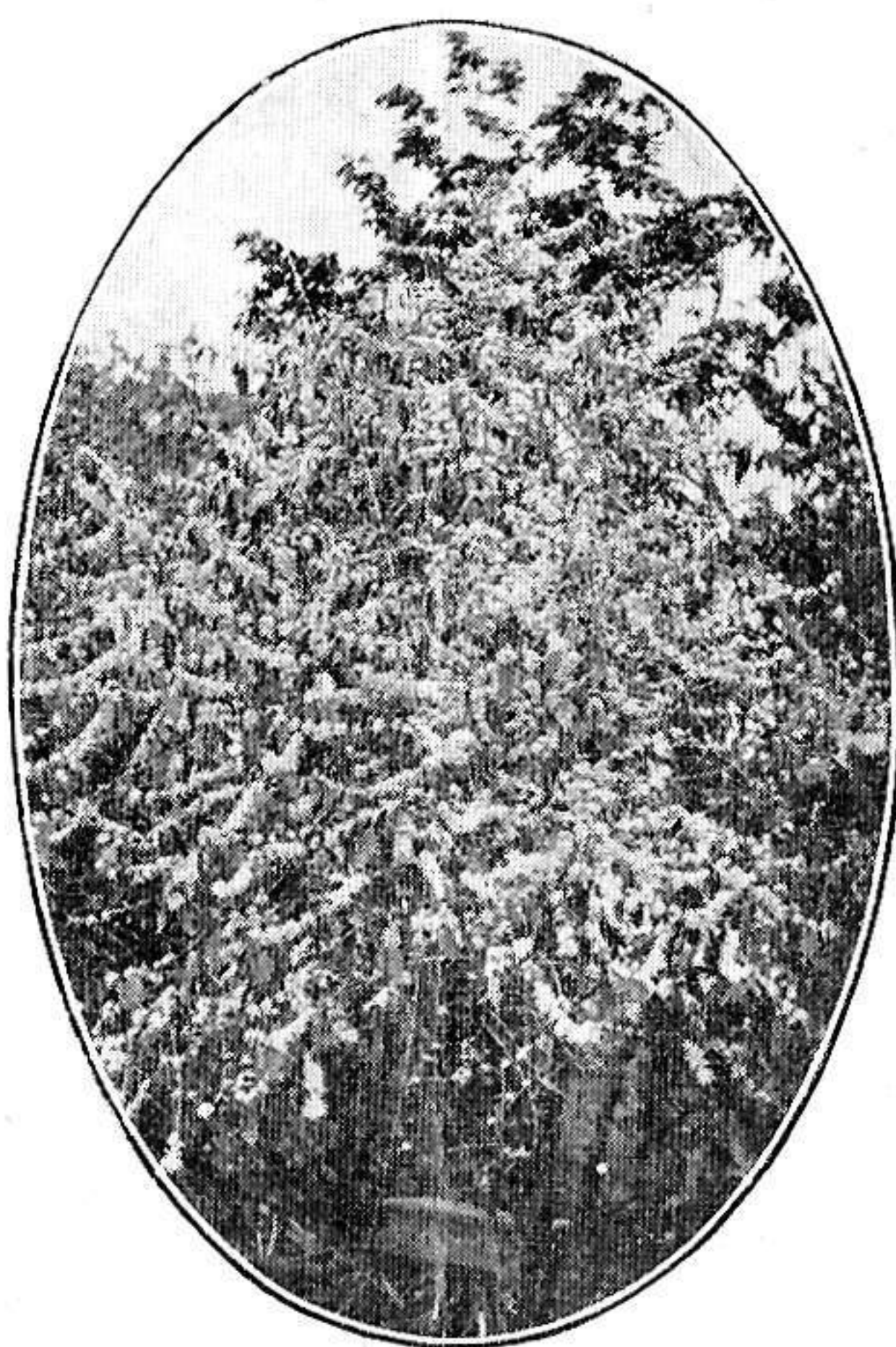
The machinery for roasting the beans is installed in our own factories in one of the new buildings completed last year, and is of the most modern and improved design.

The coffee is roasted over a coal fire. Green coffee-beans are extremely absorbent, and when roasted over a gas flame, as is much of the coffee now on the market, they are bound to absorb more or

less unburned gas that continually escapes from the jets. This impairs both flavor and aroma. Roasting over a coal fire, as Larkin Coffee is roasted, develops all the fragrant, appetizing aroma and delicious, palatable flavor.

Larkin Coffee is not touched by human hands from the time it is sorted on the plantation where it is grown until it is placed in the coffee-pot of the consumer. The process is hygienic throughout.

The aroma developed in coffee by roasting begins to dissipate soon after the roasting is completed. Larkin Coffee is roasted, immediately ground and packed in air-tight cans, from day to day as required to be shipped. When it reaches the customer, the flavor and aroma, its cup-qualities, are at their very best.



THE COFFEE-TREE IN BLOOM.

## COFFEE, ITS DISCOVERY AND ITS HISTORY.

A herdsman on the plains of Abyssinia once told the monks of a near-by monastery that of late his flock kept awake all night, frisking and dancing in an unusual manner. Thinking that perhaps the browse of the goats was responsible for their wakefulness, the prior of the monastery made some observations and discovered them to be feeding upon the berries of an evergreen shrub.





PICKING THE COFFEE-BEANS.

The prior gathered some of the berries and boiled them in water. Then he drank the infusion. He found that by imbibing great quantities of the drink he became wakeful. At once he enjoined his monks to drink the infusion, because he thought that by keeping them awake it might enable them to remain a longer time at their devotions without fatigue. The berries were the berries of the coffee-plant, and the monks drank the first cups of coffee.

Once a Mohammedan beggar, a dervish, was driven from the city of Mocha. He wandered about in the desert and fell upon the sand, exhausted from hunger. Looking about him, he saw some red berries growing upon a green bush. He ate a few, and found them so agreeable and invigorating that he went back to Mocha and told of his discovery. Berries were brought to the wise men of the city, who steeped them in water and drank the liquor, which they found to be palatable and nourishing. The berries were the berries of the coffee-plant. The beggar was forgiven and was rewarded for his discovery.

Such are the stories of the discovery of coffee. History supports one as

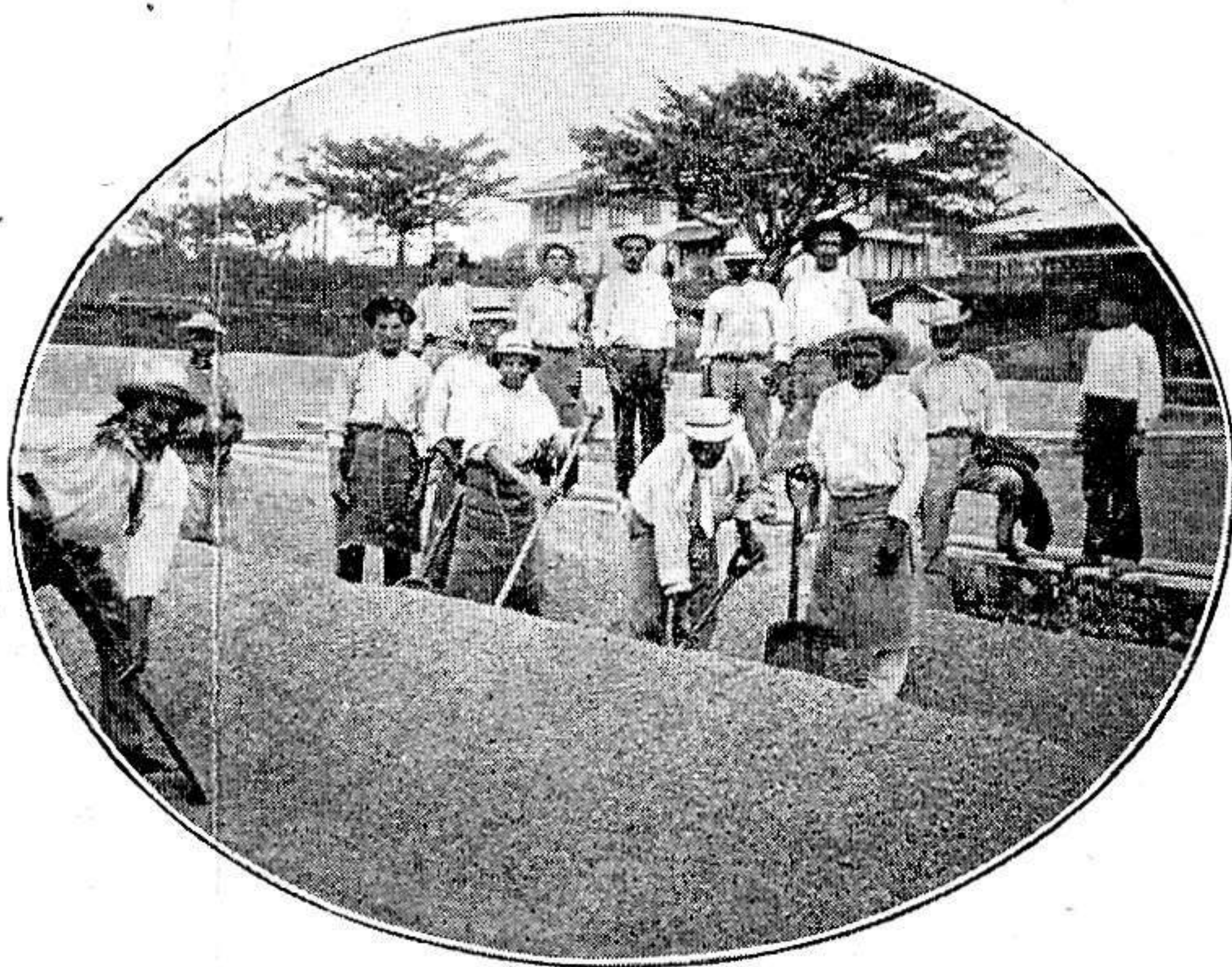
substantially as the other, so we do not know which to credit. However, we may be sure that coffee-drinking originated among the people of the Orient.

Europeans learned of coffee through the Dutch, whose traders brought it from the East. An English merchant residing in Turkey sent some coffee home, and the British taste for it grew rapidly. In the seventeenth and eighteenth centuries, the London coffee-house was made a public *rendezvous*. There, daily the leading literary, political, professional and business men of the time gathered to discuss over the cups the topics of the day.

During the reign of Charles II., coffee suffered persecution and difficulties. In 1675 an order was issued to close more than 3,000 coffee-houses, because the king's minister said they had become a public nuisance and a place for the gathering of traitors and disturbers of the peace of the realm.

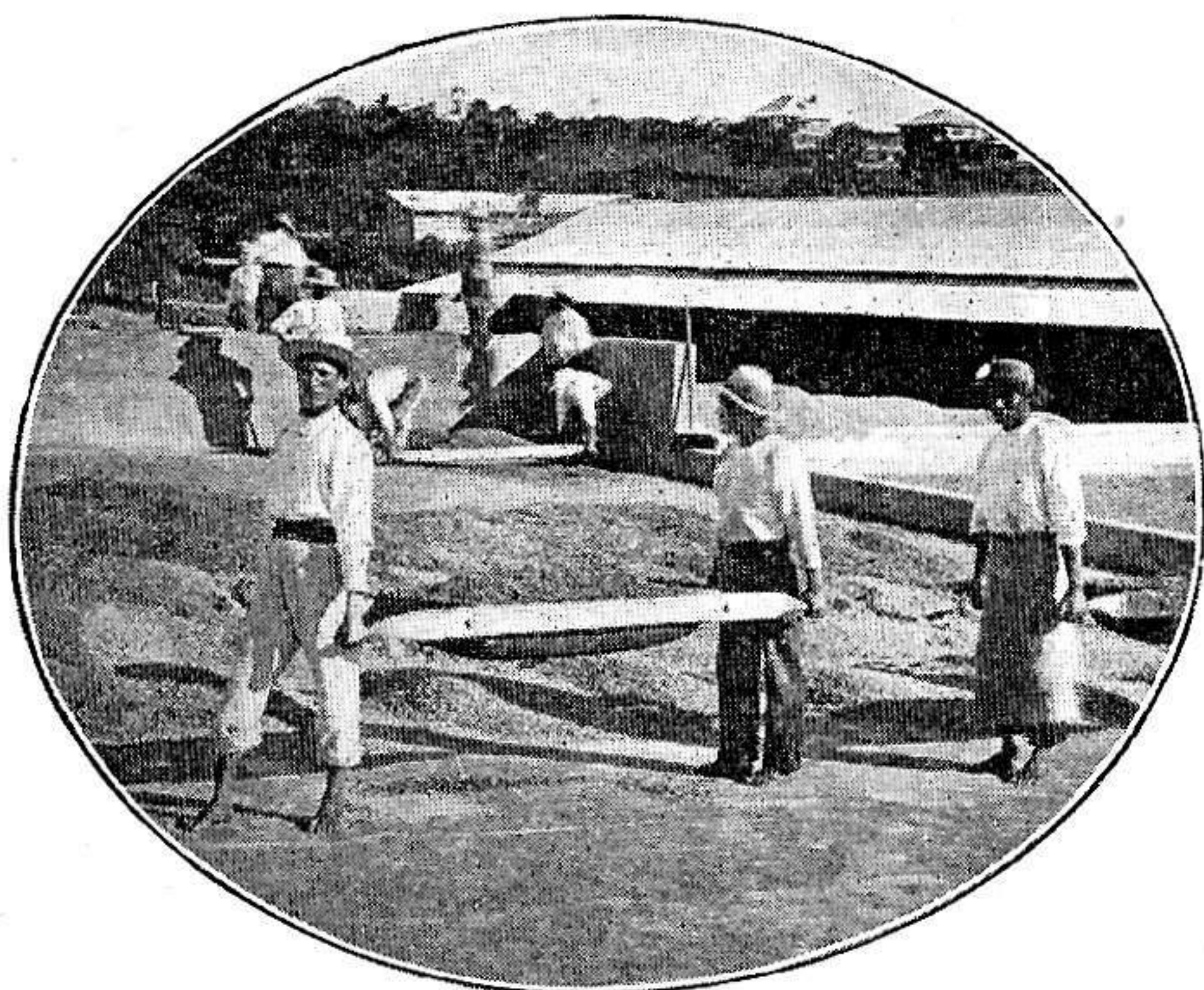
By the opening of the eighteenth century, the use of coffee was well established throughout the civilized world, and the demand for it has since then steadily increased.

The coffee of America originated from a coffee-tree grown in the Jardin des Plantes, the botanical



SPREADING COFFEE-BEANS IN THE SUN TO DRY.





CARRYING SUN-DRIED COFFEE-BEANS TO THE SORTING-HOUSES.

garden of Paris. It was transplanted to Martinique, in 1723, by De Clieux, a Norman gentleman, a naval lieutenant and captain of infantry. At first, the tree did not grow well, but very great care was taken of it and before long it began to bear coffee. The seeds were planted by the inhabitants of the island, and grew well.

From Martinique some coffee-trees were sent to Santo Domingo, Guadeloupe and other neighboring islands, and gradually coffee-culture spread over South and Central America and Mexico, now the greatest coffee districts in the world.

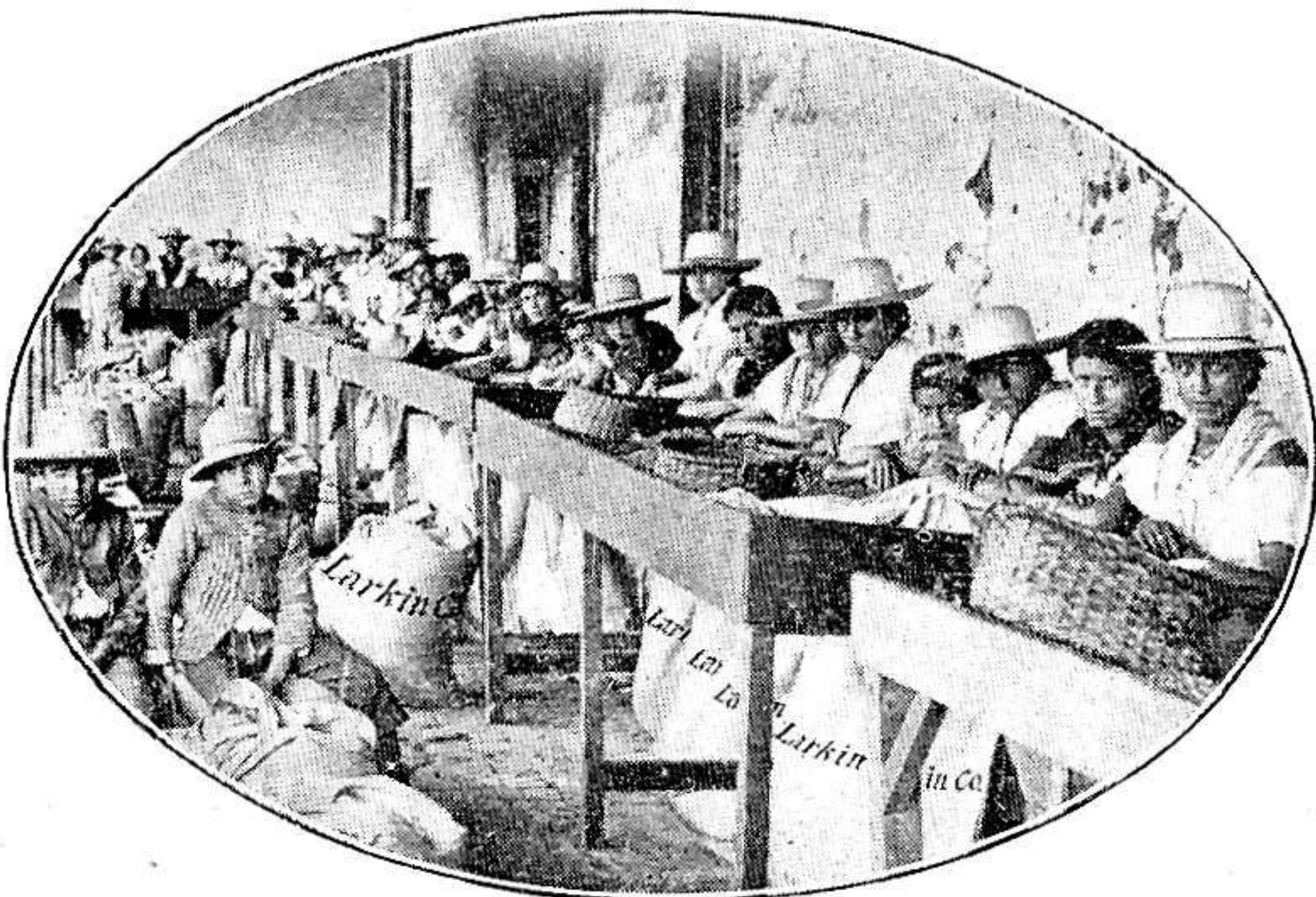
Coffee, as we know it, is the roasted seed of the coffee-plant, an evergreen shrub belonging to the laurel family. The coffee-tree grows in a belt extending around the globe and situated between the fifth and fifteenth degrees of latitude north and south of the equator. The most successful coffee plantations are to be found in Brazil, Peru, Central America, Mexico, Java, Sumatra, Abyssinia, Natal, Gold Coast and Liberia, Arabia, Philippines, West Indies, Mauritius, and the islands of the Pacific.

The coffee-tree grows to a height of fourteen or eighteen feet, if left to its natural inclinations, but on a plantation the trees are always pruned down to six or eight feet so that fruit may be picked more easily. The best coffee grows on the mountain sides; and if the plant is shaded by bamboo or other tropical trees, the yield will be larger and of a better quality than if the plants are left unprotected from the fervid rays of the tropical sun.

In the spring, the coffee-trees produce, in the axilla of each leaf, from twelve to sixteen buds, which soon bloom and have an exquisite perfume. The beauty of the coffee plantation is not lasting. One morning a planter may see his coffee-trees in full blossom, and two days later the ground may be covered with snow-white flowers.

The coffee-berries form and ripen in about four months. Then they are picked. The pulp that surrounds the beans is removed by means of water and fermentation, and the beans are dried, sometimes in ovens, generally in the sun. When thoroughly dried, the beans are sorted and bagged for market.

Most of the work is done by hand and is slow and tedious. Some of



SORTING THE COFFEE-BEANS FOR SHIPMENT.



the larger plantations, however, especially in Brazil, are equipped throughout with the most modern machinery, which takes care of the bean from the tree to the shipping-sack; for in no other way could the vast crops grown there be economically handled. Many others have machines for accomplishing the most difficult parts of the process, such as the pulping and hulling. Coffee must thus pass through many stages of evolution before it appears as a beverage.

In an early number of *THE LARKIN IDEA* we will tell you more fully of what happens on a coffee plantation and of how the green beans are handled after they reach the Larkin factories.

Americans are the greatest coffee-drinkers in the world. On an average, we each consume ten and a half pounds of coffee a year. For this, we send out of the United States one million dollars each week. Almost one half of the world's coffee production comes to our ports—Germany and France together use scarcely half as much coffee in a year as we. Then, is it not a matter of moment to apply the Larkin Idea of Factory-to-Family dealing to the commerce of so important an article of food?

#### NEW USE FOR COFFEE.

Ever since the Abyssinians discovered the use of the coffee-bean, it has served as an important article of commerce. Since the fifteenth century it has been used as a beverage and in our day new uses have been discovered. When one desires to know whether the coming day is to be fair or cloudy, he has only to drop a few lumps of sugar into the breakfast cup of coffee. Should the sugar settle at the bottom and

the little bubbles that are formed remain quiet in the center of the cup, a bright and sunny day may be expected; however, should the bubbles gather slowly in the center and move in clusters to the side of the cup, this barometer predicts cloudy or showery weather for the day.

As a fumigant, too, coffee is valuable, as has been proved by various tests made by Prof. M. I. Epstein. He says: "No matter what the disagreeable odor in the room may be, the coffee not only drives it out but absorbs it, decomposes it, one might say, and replaces it with a healthy odor which can not be disagreeable to even the most sensitive." To fumigate a room, take a quantity of the coffee-beans and crush them; then allow them to burn. Not only will this destroy all impure odors, but the odor of the burning coffee itself will disappear, leaving the room with a pure and wholesome atmosphere.

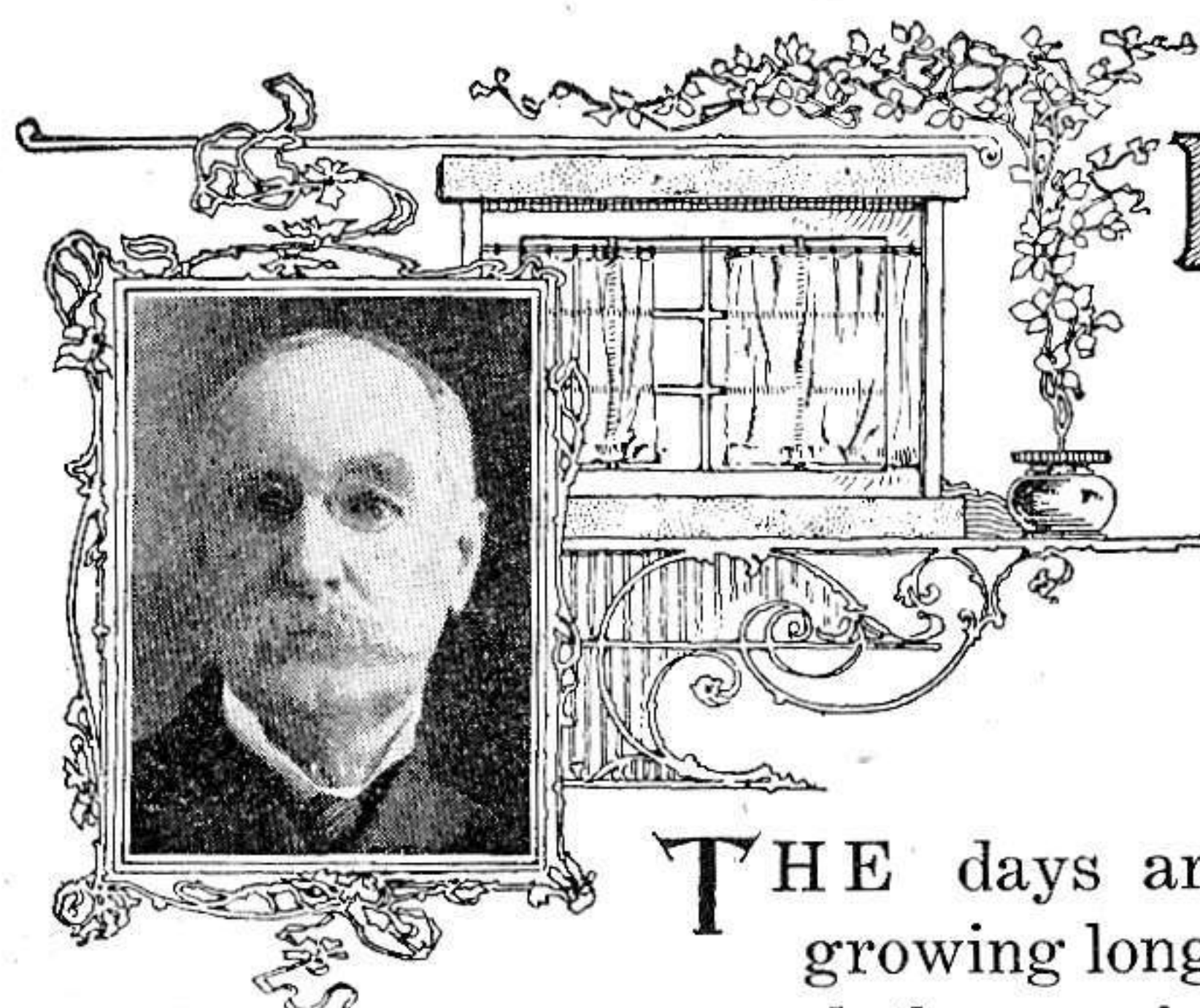
—*What-to-Eat.*

#### HOW TO RELIEVE ECZEMA.

Eczema in its milder form is of quite common occurrence among grown people. It is apt to appear on the chest and lower extremities, and its presence is attended with more or less itching. The skin—pinkish or reddish in color—is rough and scaly, and there is considerable fever.

Plenty of pure water and a wholesome diet will do much to overcome this trouble. Bathe the affected part with warm water and Larkin Sulphur Soap, or Old English Castile Soap. This, together with the frequent application of Modjeska Cold Cream, will prevent itching, and contribute materially toward effecting a cure.





# FLORAL TALK

By EBEN E. REXFORD.

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Editor THE LARKIN IDEA.

THE days are growing longer and the sun increasing in strength, and the plants in the window are quick to feel its influence and respond. There is no warmth equal to natural warmth for plants. It brings vigor and health to them, and makes them laugh all over in blossoms. Even old, starved plants make an effort to grow, under the spell of the season. These old plants, which you have probably neglected, can be made useful in the garden next summer; therefore do not throw them away, at this late day, as you may sometimes be tempted to, when comparing them with other plants which very likely you have not neglected. Fertilize them well, and get them to growing against the time when it will be safe to put them out-of-doors. Large plants that have outgrown the space for them in the window can be made to do duty on the veranda next season, and will be found much more satisfactory there than smaller ones.

Dahlias and Tuberoses should be potted now, and given a good start before warm weather comes. These plants come from countries where the summers are long, and they will not mature in our northern summers, unless we can lengthen the season for them by starting them so early that we gain a month or two by it. If care is taken to prevent them from making too rapid, therefore too weak, a growth in the house, we

can have them strong, healthy plants by the time it is warm enough to put them in the open ground. Do not break apart the clumps of Dahlia roots in potting them. Let them sprout, and *then* separate them. This is done to the best advantage when you put them out-of-doors. Every root that has a sprout attached will make a strong plant.

Before potting your Tuberoses, cut away the old, dead dried roots that are almost always found adhering to the base of the tuber, with a sharp knife. If they are left on, they are likely to decay before new roots are formed, and this decay often extends to the fleshy portion above, and ruins the plant.

Cactus plants should be fully exposed to the heat of the sun and given considerable water, in order to develop flowers. These plants do best in a soil of clay and sand. After they make their annual growth, keep them quite dry. In their native habitat, they often dry up completely; but when the rainy season comes, they grow and bloom as if nothing had happened.

Callas will generally complete their flowering for this season during this month or the next. When you see that there are likely to be no more blossoms from them, gradually reduce the supply of water, and give the roots a chance to ripen off before the time comes to put them out-of-doors for their summer rest.

Dry off Oxalis and smilax now. Let the latter rest for at least three months. Oxalis bulbs can be



removed from the soil as soon as the foliage dies, and stored away in drawer or closet until September.

In selecting flowers for the summer garden, confine the list to kinds best adapted to your particular needs. If you have but a limited amount of time at your disposal, it will be well to get Petunias, Asters, Phlox, Balsam, Sweet Peas, Poppies, Nasturtiums, Marigolds, Calliopsis, Eschscholtzia, Scabiosa, Zinnia, Pansies, and Verbena, as these require less care than any other plants and give better results. Of course you will not want all of the kinds named, for they would fill a large garden, and demand more attention than one woman could give them if she had nothing else to do. I have named them, thinking you could select from them such sorts as suited your taste best, and in such quantities as your good judgment convinces you you can do justice to. Bear in mind, always, that a few well-grown plants are a thousand-fold more satisfactory than a large garden full of inferior ones; and let me caution you not to undertake more than you feel confident of being able to carry through successfully. We are all likely to be ambitious and enthusiastic in spring, but ambition and enthusiasm wane when weed-pulling begins. A neglected garden is always a sorry sight; therefore, have only such a garden as you know you can take good care of.

If you are fond of hardy plants, order some of our best perennials, like the Hollyhock, Campanula, Coreopsis, Aquilegia, and Perennial Phlox. If you get roots of them this spring, you will have flowers this season; but if you get seeds, you will have to wait until next year for blossoms.

Pruning should be attended to while plants are making active

growth. Almost all plants can be made to take on symmetrical shape if given the attention they need, at the proper time. The "proper time" is when the plant is developing.

In ordering seeds get packages in which each color is by itself, if possible. They may cost a little more than "mixed" seed, but if harmony of color is desired, they are really cheaper. Mixed seed gives a jumble of colors among which there are always discordant tones. If several persons in a neighborhood club together, they can get packages of distinct colors and divide them, when received, without making the cost greater to the individual than it would be if each one ordered mixed seed, independently.

Cannas and Caladiums should be started this month. So should Gloxinias and Tuberous Begonias, if they were not given attention in February.

Bring up the Hydrangeas that went into the cellar in fall. Water them well, but do not place them immediately in a strong light. Wait a week before doing that.

Those who have facilities for growing seedlings advantageously can start many kinds of flowers from seed now, and gain at least a month's time by so doing; but I would not advise attempting this unless the temperature of the room can be kept low enough to insure a healthy growth in the young plants. In nine cases out of ten, those who set about growing seedlings in the house make utter failure of it because the young plants are so weakened by excessive heat that they either die off before the time comes to put them in the garden, or when put out, cannot stand the change of conditions. If they survive this ordeal, it is so late in the season before they have recovered



fully that garden-sown seedlings almost invariably come in ahead of them. To grow plants from seed, in the house, and have them strong and healthy, the temperature ought not to be allowed to go much above sixty-five after germination takes place, and liberal quantities of fresh air should be given daily. Great care should be taken to keep the soil *moist* only. In a too wet soil, the tender plants will generally "damp off" before they are ten days old. "Damping off" is a disease that comes from too much moisture and too little fresh air, combined with an undue amount of heat. If you can regulate the conditions in such a way as to control matters from start to finish, I would advise you to

make the attempt of growing seedlings in the house; but if you cannot do so, do not waste seed and time by attempting the impossible. A house-grown seedling, to do well in the garden, must be strong and robust when put out, and in order to be that it must have had good care from the time the seed was sown. If you "try your luck" at this phase of gardening, you will find it a good plan to put your boxes of seedlings on the veranda, on warm and pleasant days, from ten o'clock to two. Be sure that they are not exposed to the wind. Sow the seed in very light, mellow soil, not covering it, but simply pressing it down into the soil with the bare hand.

## AN ACROSTIC.

BY MARY A. WALKER.

Tripping so lightly, comes our little girl,  
Happy and merry, our frolicking Pearl,  
Each tiny ear softly hid by a curl.

Love, joy and sunshine all play in her eyes  
As holding behind her some great surprise,  
Rejoicing she comes; her treasure unties.

"Keep your eyes shut, Mother dear, now please do,  
I have a jolly surprise here for you.  
No fair in looking, until I count two."

Into my lap falls a package. "Of what?  
Do guess, Mother dear." "Nuts? Candy?" "No, not  
Either one. Guess again." "Cakes then, I hope."

"Ah yes, Mother, cakes, of Larkin's good Soap."

## THE MORAL ADVANCE OF BUSINESS.

It is an encouraging sign of the moral advancement of mankind that business is progressing to a higher plane of purpose.

In the February *Munsey's* the publisher announces that, although the sacrifice will cost him about \$75,000 a year, he will exclude from the pages of that magazine all advertising that is objectionable to the most decorous in thought or, as Mr. Munsey expresses it, to even the most fastidious.

The specific notice to advertisers is this:—

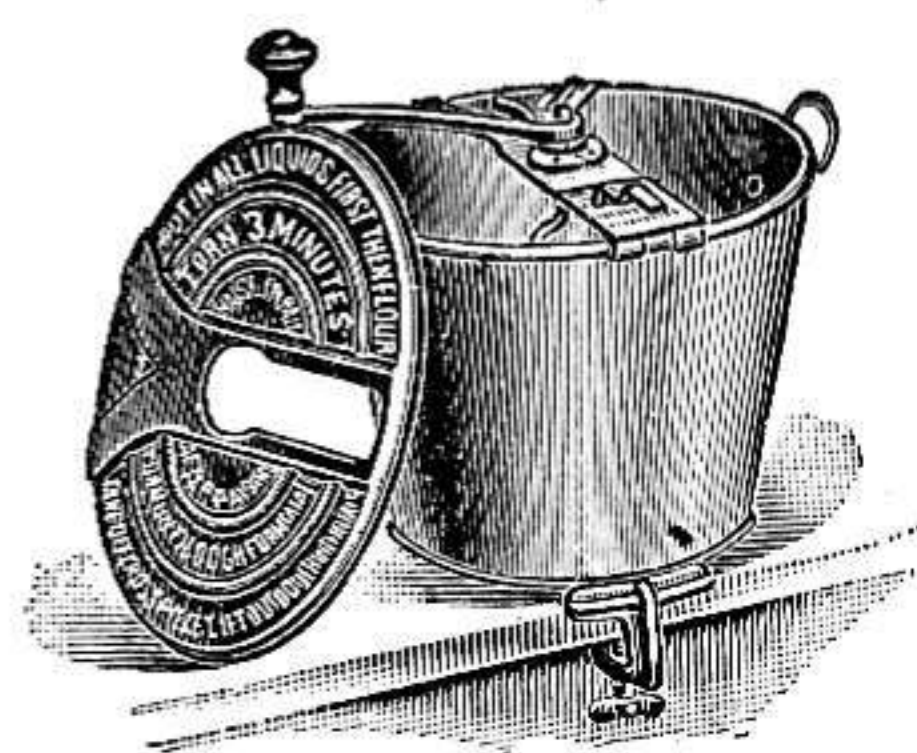
"No more advertising contracts for whisky, beer, or wine, and no more objectionable medical advertising, or objectionable anything, in fact, will be accepted for MUNSEY'S MAGAZINE."

We congratulate Frank A. Munsey and his millions of readers and wish for *Munsey's Magazine* ever increasing prosperity, which, indeed, high moral standards and good business management always insure.





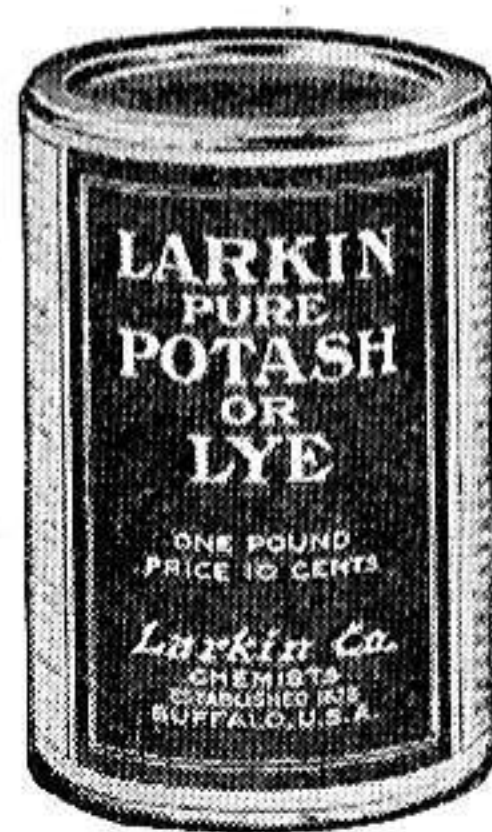
THERE is more than a grain of truth in the oft-quoted remark, "Show me a woman's kitchen, and I will tell you her character." Conversely, it may be said that to lighten a woman's kitchen cares is to improve her disposition—an aphorism equally true of men in their chosen lines of work. It is an excellent idea—the converting of our kitchens into hygienic training-schools, and few pursuits are productive of greater good. It is not always easy to correct this or that little flaw in the domestic routine, but the woman who learns to cultivate this tendency has taken a decided step in the direction of ideal living.



No modern kitchen utensil shows more pronounced advancement from a sanitary viewpoint than the Universal Three-Minute Bread Maker. It eliminates all contact of human hands with the dough—a feature of old-fashioned bread-making not always pleasant to contemplate. The bread is made not only more quickly, but better, because the ingredients are mixed more evenly than is possible through the common process of kneading. This device is as easy to clean as an ordinary tin pail, and can be secured for two Certificates.

## THE LARKIN Kitchen Laboratory.

That all receptacles for garbage should stand a good distance from the dwelling, and that they should be kept tightly covered, seem almost needless suggestions, and yet, how many families do this? It is likewise important that the garbage-holders be scalded at least once a week with

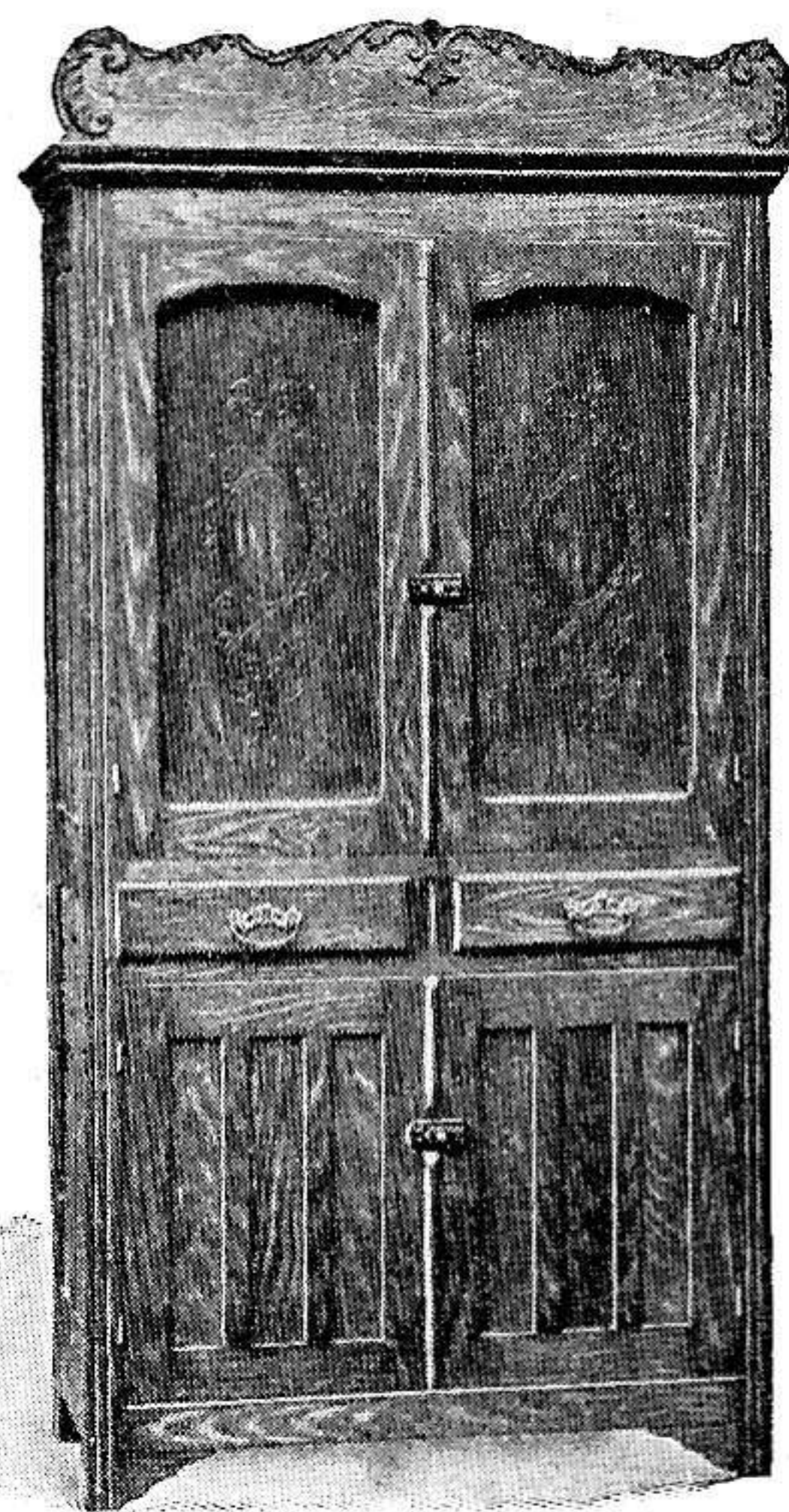


a strong disinfectant. Larkin Pure Potash or Lye is exactly suited to this need, and should always be available in the home. It is of great use in ridding sinks and waste-pipes of grease

and all unwholesome odors; also in cleansing greasy cooking utensils. It is furnished in dry, pulverized form; full pound cans with sifting top, for only ten cents.

A great deal of time and energy are expended by the busy housewife in going to the pantry for dishes and cooking utensils, which could be right at hand if she only possessed a kitchen cupboard. The

Larkin Kitchen Cupboard No. 7, illustrated herewith, is an important





adjunct to the modern kitchen; every progressive woman should have one. It is capacious, yet occupies little room; has Golden Oak gloss finish, and makes a sightly appearance. Can be obtained with a \$14.00 assortment of Larkin Products.

Cooking utensils, crockery and cutlery often require a more thorough cleaning than any ordinary soap can give them.



In removing oil, gum, grease or rust, Honor Bright Soap is remarkably effective. Try it and you will never use any other kind.



Never beat an egg with an iron fork. The contact of the yolk with the metal forms a poisonous salt. At best, the use of a fork in beating eggs is laborious and unsatisfactory. If you must use one, let it be silver-

plated. The Measuring-glass Egg-beater shown here is an excellent device; can also be used in making frosting, salad dressing or for whipping cream. The glass holds one quart. Cover prevents contents from spattering. It is given for one Certificate.

Some one has wisely said, "Tell me what you eat, and I will tell you what you are." So many food products now on the market contain rank poison, that too much stress cannot be laid upon the importance of avoiding ingredients whose purity is in any way doubtful. Larkin Food Products are absolutely pure and wholesome.

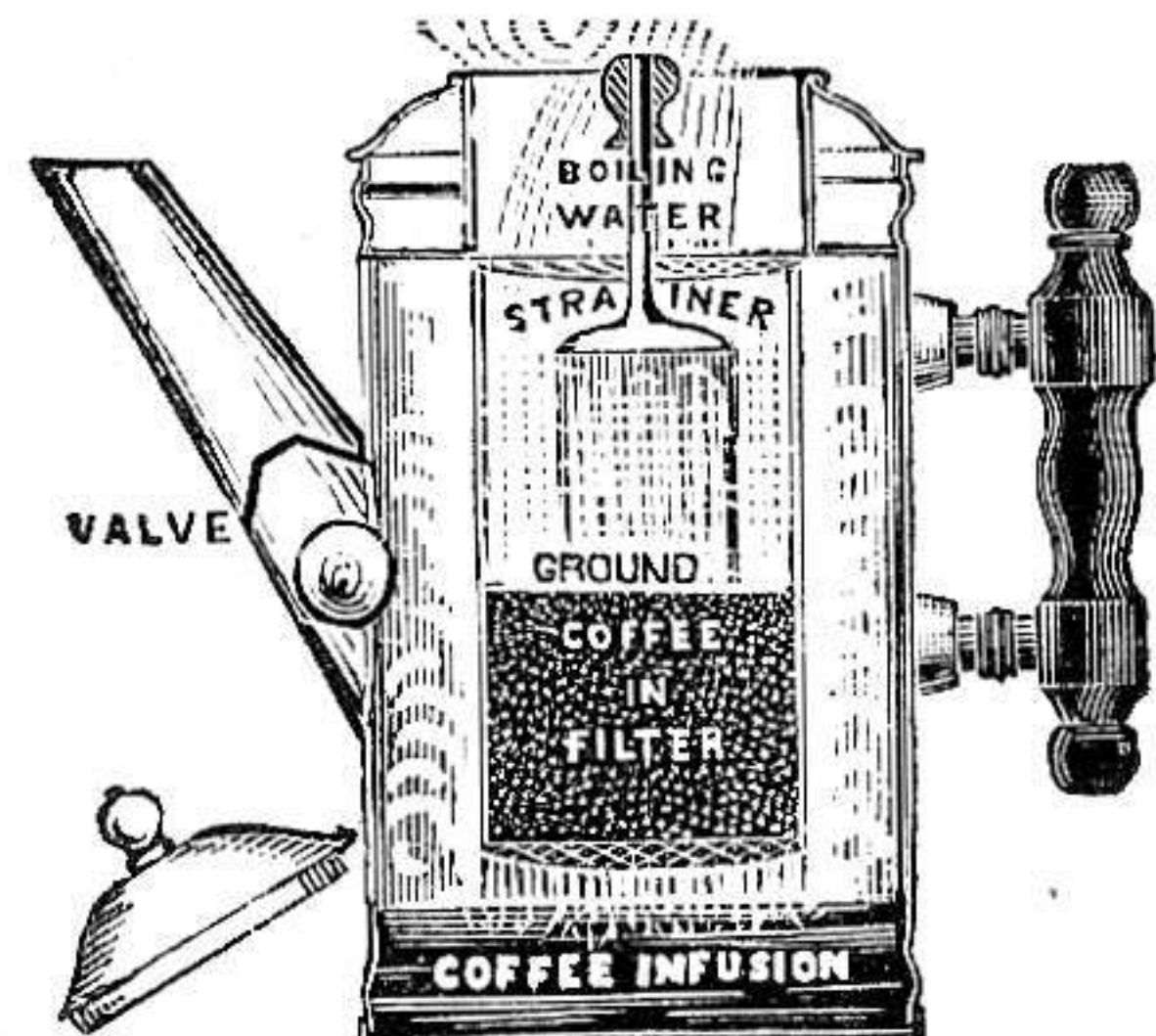
The time to discard heavy woolen underwear and flannel blankets

draws nigh. Of course everybody knows that all these articles should be put away sweet and clean, but not all are alive to the importance of using the right soap and the right method.



Flannels and all woolen goods should never be washed in cold or tepid water, for lukewarm water causes them to shrink. The water should be hot. White Woolen Soap is peculiarly adapted to effective work under these conditions. To prove its superiority over the ordinary kind, wash any fine woolen piece carefully, and note how the softness and elasticity of the wool fibre is preserved.

The Marion Harland Coffee Pot shown here is an acquisition of which any housekeeper may well be proud. Simple in construction, it is



easily cleaned; makes superb coffee in conformity with scientific principles. One Certificate secures it.

If you want an ideal cup of coffee, use Larkin 35c. Blend Coffee and cook it in a Marion Harland Coffee Pot.

ANY ONE IS YOUNG ENOUGH TO BEGIN.

Josiah Stein, Saugus, Mass., writes: "Please send some advertising for your Soaps, as I wish to do business with you again. I am now 79 years old and I need something to do."



## The Larkin Idea.

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three Orders for the Larkin Soaps and other Products within twelve months. To one who continues to send Orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

*Larkin Co.* Publishers.

ESTABLISHED, 1875.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,  
IMPORTERS.

Factories and General Offices, BUFFALO, N. Y.

Branch for West-of-the-Mississippi patrons,  
PEORIA, ILL.

#### LOCAL BRANCHES:

49 Barclay St. and	{	NEW YORK CITY.
52, 54 Park Place,		
After April 30, 1905, 4 and 6 White St.		
19 Eliot St.,	- - -	BOSTON.
2221-2231 Arch St.,	-	PHILADELPHIA.
820-824 Liberty Ave.,	-	PITTSBURG.

### THE LARKIN WAY.

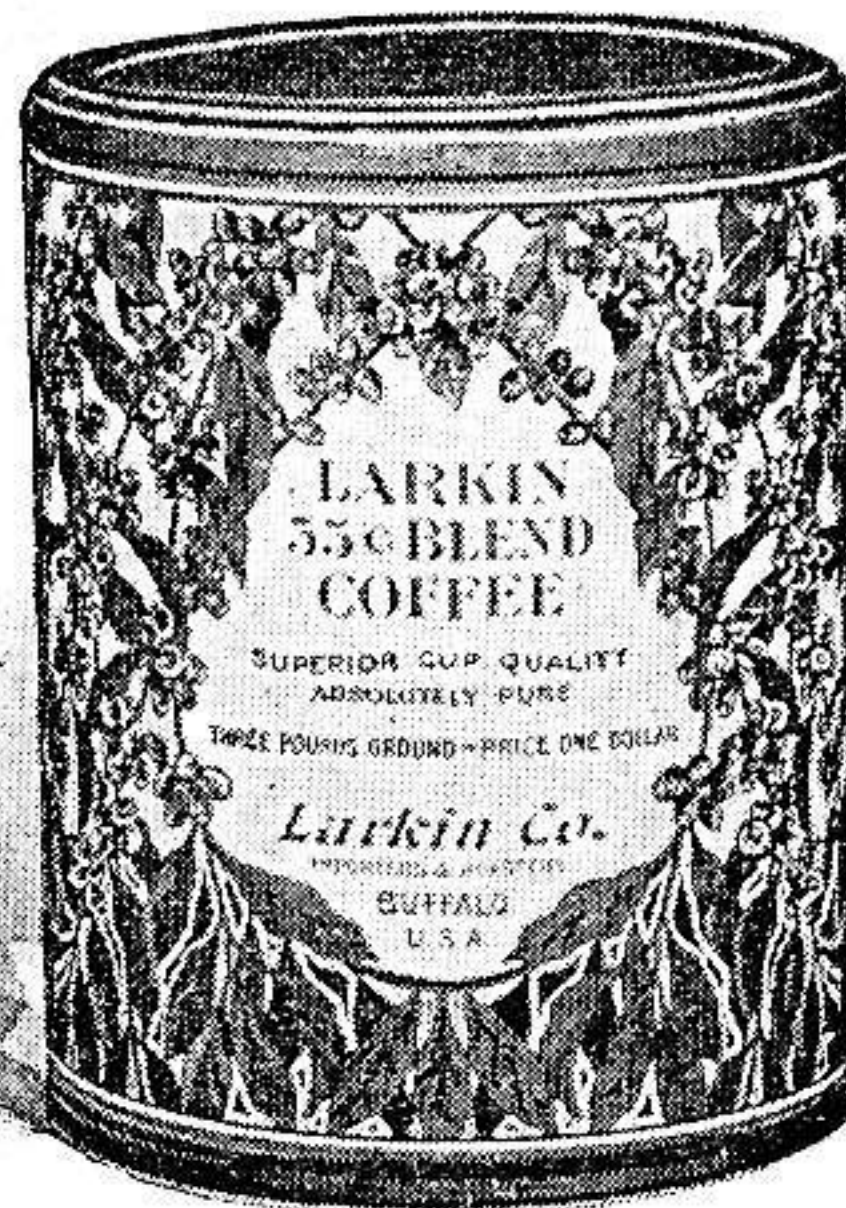
BY ALLENE HALL.

I used to fret and worry  
Full half the week with dread  
Of wash-day's work and trials,  
And many a time I've said:  
"The woman's to be envied  
Who sends her washing out,  
And saves thereby her temper,  
And lengthens life, no doubt.  
For if there's any worry  
Like that of washing-day,  
I'd like to have you name it—  
That's all I have to say."  
But nowadays I'm singing  
A very different song.  
Wash-day has lost its terrors,—  
No longer things go wrong;  
For I worked and earned a Washer  
That makes the labor light,  
And I use the Soaps of Larkin  
That make the clothes snow-white.  
And the men-folks dread no longer  
The dawn of washing-day;  
For there's no picked-up dinner  
Since we've learned the Larkin way.

### LARKIN VANILLA.

The reduction in price of Vanilla to 25 cts. is the direct result of the liberal support accorded our Flavoring Extract department by Larkin patrons, who are assured our constant endeavor is to supply the most and best at the lowest possible price.

### NOW YOUR COFFEE DOLLARS DO DOUBLE DUTY.



Each addition to the list of Larkin Products is a new source of saving to Larkin customers. New savings are of more importance than greater earn-

ings, because added earnings are not necessarily synonymous with increasing wealth, while added savings insure increased means, improved resources and more comfort. Larkin savings take the form of enduring, comfortable home-making Larkin Premiums to Larkin customers.

To be able to substitute for any commodity of household consumption heretofore purchased from middlemen, in varying qualities, a Larkin Product of the tried and true quality that is the Standard of Excellence, is in itself a distinct gain; but to be enabled to do this at retail prices no higher than dealers charge, with the advantage of the equal application of every sum paid for the Product toward the ownership of a valued house-furnishing, is a tremendous step in prosperity-growth.

Does a new Larkin Product mean so much to me as all this? a reader asks himself. What less does it mean? Take the item of Coffee as an illustration. Are you always able to obtain a uniformly satisfactory



quality at a satisfactory price? Then to be able henceforth to do so from the Larkin Co. is a great advantage. And a new cause for happiness. Yes: note well that hereafter the same sum of money as heretofore will provide the family with Coffee, and besides this, every dollar paid for Coffee will pay a dollar toward the obtaining of a Larkin Premium; for every \$10.00 paid the Larkin Co. for Larkin Products secures a \$10.00 Larkin Premium—a permanent possession. Was ever an idea conceived, a principle evolved, or a plan inaugurated that is of greater import to the people than the Larkin Idea? Long may it prosper with the prosperity it bestows upon the homes of America!

#### THE LARKIN PREMIUM LIST.

The 48th edition of our Premium List will soon be ready for circulation, and we feel confident it will give much pleasure and profit to our friends and patrons. It will contain fifty-six pages, an increase in size of twelve pages.

Special attention has been given to the Dry Goods Department. The housewife who takes pride in her table-linen—and what good housewife doesn't?—will welcome the new offers of napery. Our linen buyer has devoted as great care to the selection of the Tablecloths and Napkins for everyday use as he has in choosing those to be used when company comes.

Our Sheets and Pillow Cases, Pillow Shams, Dresser Scarfs, our new Towels and Bedspreads now make it possible to add many comforts to the home by the aid of the Larkin Idea.

Urgent and increasingly frequent suggestions from our customers are responsible for an entirely new departure in the addition of women's Muslin Underwear, Petticoats,

Walking Skirts, Shoes and Hosiery. While our line in the beginning is not very extensive, it is most complete and comprises the pick of the output of some of the largest manufacturers in this country. It is our aim to have our Dry Goods and Wearing Apparel, as well as all Larkin Premiums, accorded equal favor with Larkin Soaps among our customers.

We are giving greater prominence to the display of Ingrain Carpets, Lace Curtains and Rugs. The Sanford Velvet Rug, 9 x 12 feet, never before offered for less than twenty-one Certificates, is reduced to eighteen Certificates. By placing a very large order early in the season, we made a nice saving in cost, which we give to our customers.

Although the factory that manufactures our Silver-plated Ware was totally destroyed by fire on December 11, 1904, the owners have shown so much American enterprise in re-establishing themselves in new quarters that in addition to being able to ship promptly every article of Silverware, we have added several new pieces to our already attractive list.

The Larkin boys are not forgotten. Many a game of baseball will be played this season by boys who have earned League Balls, Catchers' Mitts and Fielders' Gloves for their very own.

The new Marlin Repeating Shotgun and Rifles will please the most ardent sportsman.

The owners of horses will be interested in the new Harness offers, and as the name of Studebaker of Southbend, Ind., is so well known we will not dilate on it here.

A fine Buggy and Road Wagon made by the Cortland Wagon Co. of Cortland, N. Y., completes the list of important new premiums in the 48th edition.



## LEO'S LEGACY

*By William Lincoln Balch.*



LEO gave utterance to another prolonged, anxious whine, ending in a discouraged "Wuff!" as he rapped the bare floor impatiently with his bushy tail. Again he stood erect and sniffed suspiciously at the icy hand, now whiter than the tattered counterpane on which it rested rigidly. Could that be the warm palm from which he was used to feed? Where was the kind mistress who daily ministered to his wants?

The perplexing problem was too profound for canine wisdom, and Leo gave it up with another deep sigh, followed by a loud, heart-broken wail, as the distressed dog shivered in the chill autumn breeze from the partly opened door. Suddenly he pushed it still further open, trotted through the darkening, gloomy hall, dexterously unlatched the rear door, and ran, barking in terror, from the scene of his fear and suffering, and far down the bleak frozen road.

"Hark!" exclaimed Mrs. Whipple, as the dog's mournful howl fell upon her ears. "Just hear that dog bark! It gives me the shivers!"

"Sounds like Mis' Giffen's Leo," answered John Whipple, looking up from his weekly paper and listening.

The sound came nearer and nearer, and soon a dog's claws were heard scratching upon the door, and the howl changed to a whine.

"'Tis Leo," said Whipple, as he opened the door and the dog bounded in. "Wonder what possessed him to come here in this fashion! Say, Martha, have you seen Mis' Giffen lately?"

"No," answered Mrs. Whipple, "not for more'n a week, when I was in the village pricin' Thanksgiving fixin's, and she was buyin' rump steak at thirty cents for Leo, and shin o' beef for soup for herself. Beats all how she does pamper that dog and starve herself. Why, she's a reg'lar miser, and she must be worth fifty thousand dollars!"

"Umph!" said John Whipple, stroking the dog's glossy coat and gazing into the wild, wistful eyes; "she's worth all of that, and little good it does her, as I see. After she had that attack of grip in the spring, she called me one day and asked me to send up Lawyer Perkins to draft a document."

"Must 'a' been her will, o' course. I wonder——"

Mrs. Whipple was interrupted by a fresh outburst of barking from Leo.

"I'm afraid somethin's the matter with Mis' Giffen, John," she resumed. "You better go over and see." And so John Whipple lighted a lantern, and with the great black dog at his heels went out into the gathering dusk.

Everybody in the country around knew Ann Maria Giffen, whose eccentricities afforded material for endless tattle. Her costliest gown was of calico; her customary outdoor apparel was a much frayed cashmere shawl and a weirdly ornamented hat, both of which bore



silent testimony to their own richness in long departed days, whatever might be the past or present wealth of their wearer, and her calico dresses, frowzy ostrich plumes and short-cropped gray hair made her conspicuous wherever she went.

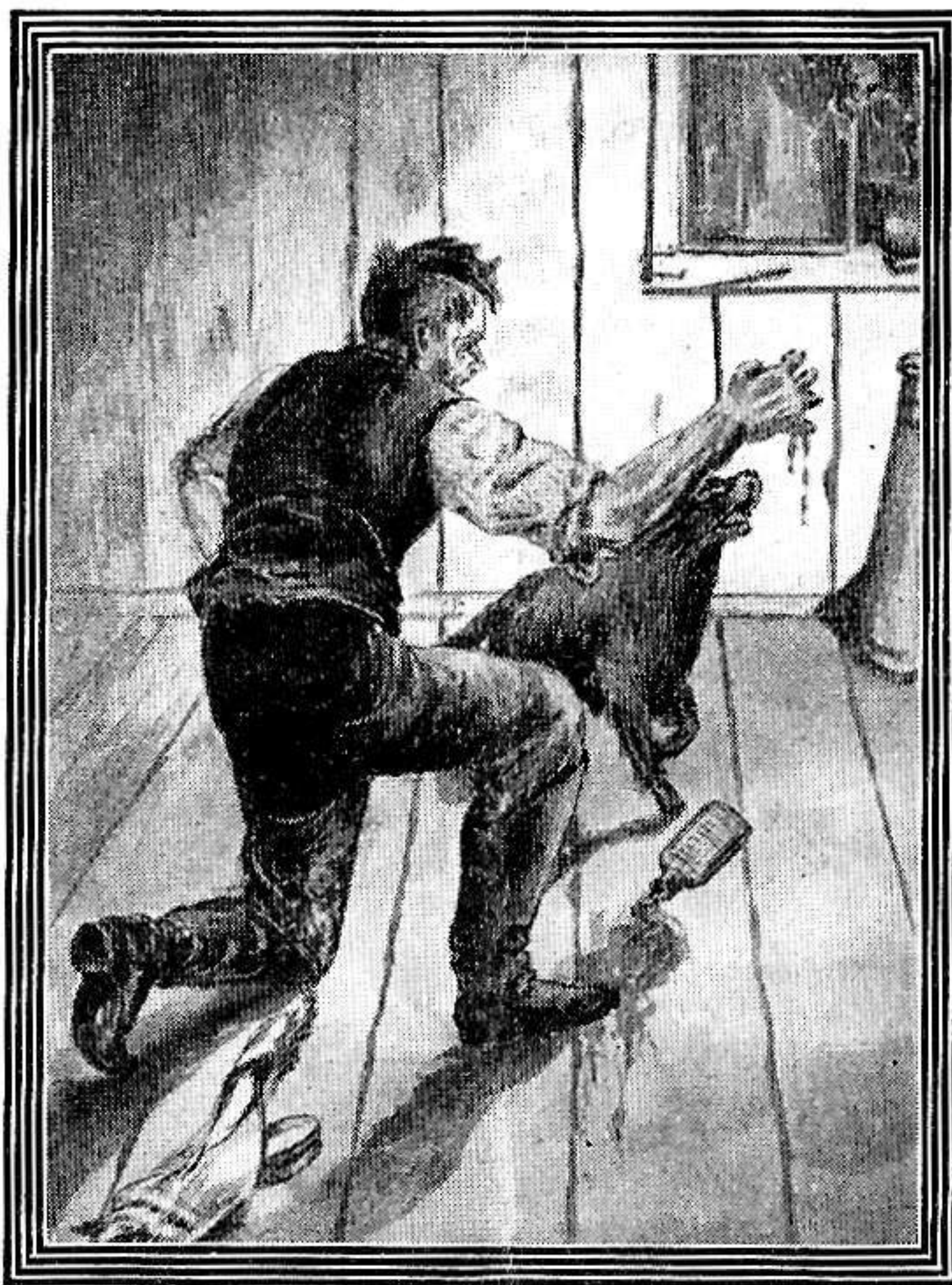
Leo, sleek and shiny, and a rather wan-looking canary, were the sole survivors of a varied assortment of birds and beasts—including cats, parrots, a chipmunk, a guinea-pig and a white mouse—that had in the course of time constituted what the neighborhood gossip styled “Mis’ Giffen’s menagerie,” and had been housed and daintily fed in the four-roomed cottage occupied by their mistress. And yet, with all her peculiarities, Ann Giffen was known to be in the receipt of a large income, the source of which, it was rumored, was a substantial investment made by her father, long ago.

And so, when the neighbors, summoned by John Whipple, found that the aged recluse had been lying dead in her bed for several days, there was another sensation, accompanied by many disparaging remarks, and exclamations of “Didn’t I tell you so?”

The excitement attending the demise of Ann Giffen had not subsided—indeed, was at its height—when the still more absorbing question of the disposition of her property monopolized attention. Ira Wilkins and his cousin Tom were among the first to start the talk in this direction, stating that, while

working out their road tax one April day, they had been asked into Ann’s cottage by Lawyer Perkins, to witness a will.

The gossips were all agog. Where was the will, and who were its beneficiaries? No one knew anything about the matter but Luke Perkins, and as he had been buried in the village cemetery in early August, his knowledge was not available. Neither did a diligent search among his office papers, nor a thorough overhauling of the Giffen premises afford any clue to the missing document.



DIDN'T THAT LARKIN WITCH HAZEL MAKE THE POOR OLD FELLOW JUMP."

At the suggestion of Lawyer Perkins’ successor, Rollin Kent, a notice was published in the local weekly and in a widely circulated city paper, calling for information concerning any relatives of the late Ann Maria Giffen, and a response was soon forthcoming. It is astonishing how prompt are the replies to any “ad.” that holds out hope of wealth without work—the more

tempting the bait, the more avid the nibblers! It was not three weeks from the day of Ann Giffen’s funeral before Almira Stone had satisfactorily proved a distant cousinship to the deceased—and taken possession of her late domicile and effects.

Almira was a decided disappointment to the community. If Ann had seemed hard and angular, Almira was as granite to gravel compared with her. Ann was not considered sociable in her day, but the neighbors now declared that she had been



cordiality personified as contrasted with the harsh and reticent Almira Stone. No one was admitted to the little house. The butcher and the baker, on their semi-weekly rounds, were invariably met and haggled with at the outer gate. On one occasion only, an unusually inquisitive and persistent caller had taken Almira Stone by surprise and penetrated to the interior. Her report, widely circulated, was to the effect that the place "looked as ef the Old Scratch had turned it topsyturvy." Passers-by, drawn by the irresistible attraction of a spice of mystery, were unanimous in voicing their belief that Mis' Stone—when she wasn't busy whipping the dog—devoted her entire time to rummaging the four rooms of her residence and the cellar appertaining thereto.

Rummaging for what? Did uneasy conscience or morbid curiosity impel the occupant to search for her late relative's will—a document which, very likely, ignored her existence altogether? Many of the gossips said: Yes,—with the intent to destroy it, and make her possession of the fortune secure beyond doubt. Others, and they were numerous, were of the opinion that hidden hoards of coin and banknotes were the object of Almira Stone's unremitting search.

But her aloofness and secretive-ness, much as they surpassed those of Ann Giffen, offended the community far less than did the well-substantiated rumors that continued to spread concerning her inhuman treatment of her predecessor's pets. To the charge of cruel abuse was added another, of neglect and starvation. The butcher was no longer called upon for rump steak—nor even the succulent Hamburger—while the baker's customary liberal order, including macaroons and chocolates

for Leo, was cut to a bare sufficiency of health bread for Almira's own consumption.

"To be sure," said Silas Barton, the storekeeper, when the matter of Leo's commissariat was under discussion for the eighteenth time, "that critter useter live on chops an' steaks cooked to order—an' cake, ice-cream an' Puritan Pure Chocolate more'n was good for any dog to eat—but that ain't no excuse for Mis' Stone's beatin' Leo with a broomstick an' feedin' him on swill!"

"Say!" cried Jonas Weaver. "Do you know Tom Wilkins tells me thet when he witnessed Mis' Giffen's will, he caught sight o' somethin' about her dog and bird! I'm bettin' that will left the hull of her property to them animiles, and thet's what's makin' Mis' Stone so hot a-huntin' for it!"

"Sho!" exclaimed Barton. "If a dog is fed from the leavin's from the table, with somethin' from the butcher twicet a week, it wouldn't cost fifty cents a week to keep him. There's a feller out Spring Ridge way runs a dog farm, an' he tells me he would take a dog like Leo to board for from \$4.00 to \$6.00 a month—and even then he owned up that the \$6.00 rate would be extravagant. Talk about leavin' a whole fortune to keep a dog! Sho!"

Many well-worn articles formerly belonging to Ann Giffen, but discarded by her successor, were found from time to time in the stubbly field adjoining the scrap of land surrounding the cottage. A wash-boiler, which apparently still possessed possibilities of repair, was carried away by an itinerant tin peddler, and the shabby quilt under which Ann Giffen had drawn her last breath proved sufficient temptation to John Whipple's hired man to induce him to appropriate it to cover



a pile of vegetables in the cellar one particularly frosty night. When, on the following morning, the stiffly frozen little form of the wan canary was found added to the heap of rubbish, indignation waxed warm among Almira Stone's critics.

But the climax came a few weeks later, when winter had arrived in earnest, and a memorable blizzard raged throughout the region. All day white flakes had fallen steadily; as the short afternoon darkened into an unusually bitter night, the fury of the storm increased, and whirling, blinding drifts swept road and field, leaving bare, frozen patches, in some places, and huge billowy mounds of heavy snow in others.

Toiling laboriously through these shifting drifts, stung by the pitiless pelting of the sharp snow crystals, a horse drawing a cutter containing dainty Rose Whipple and her devoted admirer, Rollin Kent, struggled slowly toward the Whipple place. Having started early in the day for a sleigh-ride, they had not realized the severity of the storm until firmly within its grasp and homeward bound.

But the horse well knew the roads, and though to the young people, buried to the nose tips in furs and robes, there was nothing to be seen but a trackless waste of wind-driven whiteness, they trusted to the animal's instinct to take them to the longed-for shelter.

And then, the snug propinquity enforced by the conditions of such travel had its charms. Rose had long known that Rollin Kent loved her above all other girls, and Rollin, though of course afflicted by masculine obtuseness in such matters, entertained a lively hope that his affection was reciprocated.

Years before, when a mere child, Rollin had been brought by his

father on a brief visit to the town where the Whipples dwelt. His first departure from home, its events made an indelible impression upon his memory, although at the time beyond his comprehension. Afterward, he understood the meaning of that strange call upon the queer old maid surrounded by cats and parrots, and knew that it was a last appeal to a broken-hearted woman to return to the life and scenes of her belle-hood. Because he understood, he kept his knowledge to himself, convinced that it would not enhance his prospects with the pretty daughter of the Whipples to be known as the son of the man who had once been the acknowledged suitor of the eccentric Ann Maria Giffen.

Something of these fleeting thoughts of the past recurred to him as the struggling horse neared the locality of the old cottage of the recluse, which must be passed on the way home to the Whipples', but they were dissipated by the pleasing actualities of the present, and conversation, except in monosyllables, was rendered difficult by the howling blast.

Louder and louder shrieked the blizzard, when gradually, mingled with the wailing of the wind, there came to the ears of the lovers a different and more piteous wail—the melancholy baying of a dog.

Suddenly the panting horse paused in his labored progress, swerved aside, and stopped by the roadside where a blotch of black broke the white monotony of a mountainous drift. The mournful howl changed to an anxious whimper, alternating with a sharp yelp, and a second and smaller black spot appeared above the snow, waving feebly.

"It's a dog's tail!" exclaimed Rose.

"It's a whole dog," amended Rollin, "but the poor beast is almost frozen."



Extricating himself from the sleigh robes, he plunged into the drifts and wallowed to the perishing animal, whose whines ceased at the approach of friendly aid.

"Why, I declare!" cried Rose, as the bedraggled creature was being ensconced among the robes in the bottom of the cutter, "it's Miss Giffen's Leo! That hateful old Almira Stone has driven him out to die in this awful storm!"

An hour later, in the warm kitchen of the Whipple home, the noble dog, an emaciated skeleton, with shrunken flesh covered with welts and bruises, his once glossy coat rough and ragged and matted, was being tenderly cleansed, restored and nursed back to life by kindly hands.

\* \* \* \* \*

An early, warm and exhilarating spring succeeded the unusually hard winter, and John Whipple and his farm-hand were busy in the out-buildings preparing to take advantage of its opportunities, while Leo, now the pet of the entire household, frisked about them, alternating his mock attacks upon the men with playful bouts with his own bed, in a corner of the shed.

"Don't it beat all how that dog sticks to that old bedquilt!" exclaimed Mr. Whipple. He's scarcely quit it since the night Rose and Rollin brought him home, and we put him down cellar with the 'taters and the pun'kins."

"Smelt the scent of his old mistress and 'himself on it I reckon," replied the hired man. "That quilt came out o' the Giffen house, and they say Mis' Giffen useter have Leo sleepin' on her bed more'n half the time."

"That so?" commented Mr. Whipple.

"Lucky for Leo you'd jest got in that Larkin box from Buffalo, the

day before the blizzard," continued the man. "It took nigh onto a whole cake o' Safeguard Carbolic Soap to git the dirt out o' the critter's hide, and I dunno's his sores would ever have healed without the Larkin Petroleum Jelly and Witch Hazel."

"Gosh!" ejaculated Mr. Whipple, reminiscently, "didn't that Witch Hazel make the poor old feller jump!"

"Mis' Whipple oughter order a quarter-dozen Larkin Sulpho-Tobacco Soap for Leo in the next box, 'fore the flea season sets in" advised the hired man. "Gee, but it's hot today—seems 'most like summer already."

"What the Dickens is the dog up to now?" broke in John Whipple. "He's acting like Sam Hill with that bedspread."

Both men suspended labor and watched the dog as he growled and worried the tattered counterpane. Beginning with one corner, his sharp teeth and strong claws had ripped apart lining and wadding nearly half across one end of the quilt, and from between the layers protruded the end of a folded paper.

Scarcely knowing why he did so, John Whipple stooped and hastily pulled the document from its place of concealment, and unfolded it. Three serrated bits of red paper in the lower corner first caught his eye.

"Good Lord, it's a will!" he cried. "Martha! Rose!" he called. "Come here! Here's old Mis' Giffen's will found at last."

Rose and Mrs. Whipple came running at the summons.

"Oh, let me see it!" exclaimed the excited girl.

"Here, you read it—your eyes are better'n mine," said her father, and it was with a rotund oratory that



would have delighted the heart of the late lamented Luke Perkins that she declaimed aloud to an interested audience the provisions of an instrument whose meaning no amount of superfluous legal verbiage could conceal from them.

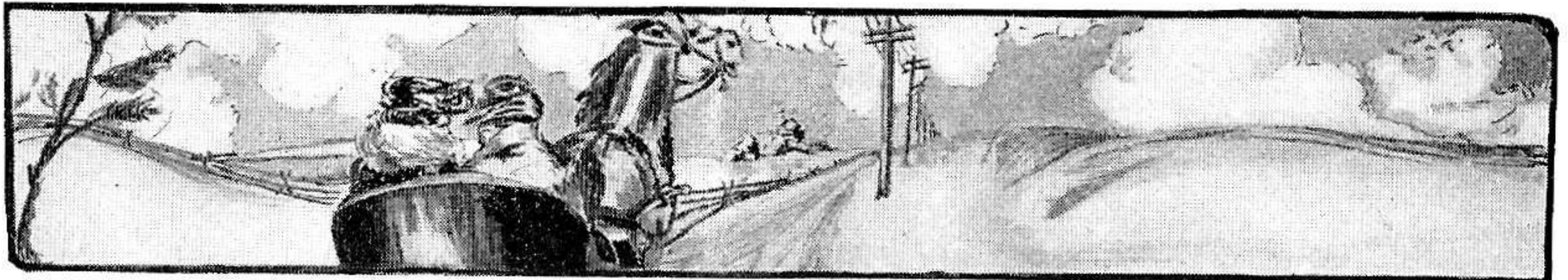
The testator provided, in short, that after the sum of \$40,000 should have been paid to the Society for the Prevention of Cruelty to Animals, the residue of the invested estate, amounting to some \$12,000, should be held in trust by John Whipple—its income to be applied to the comfortable maintenance of her pet dog Leo, so long as *either* or both of them should live.

“Good enough!” was the comment of Rollin Kent, when Rose told him the good news. “That little word ‘either’ ensures your father the use of the \$12,000 for a lifetime—and I hope he’ll live to the Psalmist’s allotment of seventy

years—even if old Leo fails to cover the canine span of fourteen. And it’s just as well that Miss Giffen bequeathed a modest \$300 to Almira Stone—it may save complications.”

It was with great satisfaction that John Whipple’s hired man took upon himself the commission of informing Almira Stone that, in all probability, the administrator of Miss Giffen’s estate would require her to vacate the cottage forthwith, and, with her little legacy, depart to other scenes, which she eventually did, unhonored and unregretted.

Leo, silky and plethoric from petting, spends his old age in waddling between the homes of Mrs. Whipple and Mrs. Rose Kent, but John Whipple’s hired man adheres firmly to his conviction that, had it not been for that timely box from Buffalo, the old dog would never have pulled through to enjoy his legacy.



#### WHAT IS YOUR OCCUPATION?

It is our desire to make THE LARKIN IDEA as valuable to its readers as possible. By filling out the form printed below and returning it to Editor THE LARKIN IDEA, with your next order, you will greatly assist us.

Name .....

Street and Number .....

Town..... State.....

Occupation .....

For Editor THE LARKIN IDEA.







The 5-9-1 and then 14  
 Show to you a rapier keen.  
 The 8-4-10-13 and 2  
 Is to beat down, or to subdue.  
 The 3-7-14 is a bird  
 Of which you've read and also heard.  
 By 2-12-6 and 11's meant  
 Something seen upon a cent.

To every boy or girl sending us the correct solution of Nos. 1, 2 and 3, before April 15th, we will mail, free of charge, one box of Violet Sachet Powder. Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for May. Solutions will not be acknowledged by letter; corrections or other alterations will not be permitted after solutions have been submitted.

### SOLUTIONS TO JANUARY PUZZLES.

#### 1. REBUS.

The Larkin Idea is a key to content.  
 Reduce expenses today.  
 Houses are furnished and fabrics are cleansed,  
 In an inexpensive way.

#### 2. ENIGMA.

Hoe, rake, scythe, hornets, lion,  
 tiger, snake, kite, skates, coaster.

#### 3. HIDDEN PROVERB.

Save all cost which adds no value.

#### WE ASSIST CHURCHES, SCHOOLS AND SOCIETIES.

Adelaide M. Ferree, Jersey City, N. J., writes: "I am in receipt of your beautiful Calendar and the pretty Sterling Silver Larkin Pin. Please accept my thanks for both.

"It is useless for me to express my appreciation; for I am only one of many thousands who have been benefited by your wonderful method. This incident, however, I believe worthy of mention.

"A few months ago, the Wellfare Committee of the Star of Greenville Lodge O. S. of B., of Jersey City, decided to send a \$10.00 order to your firm and procure a McKinley

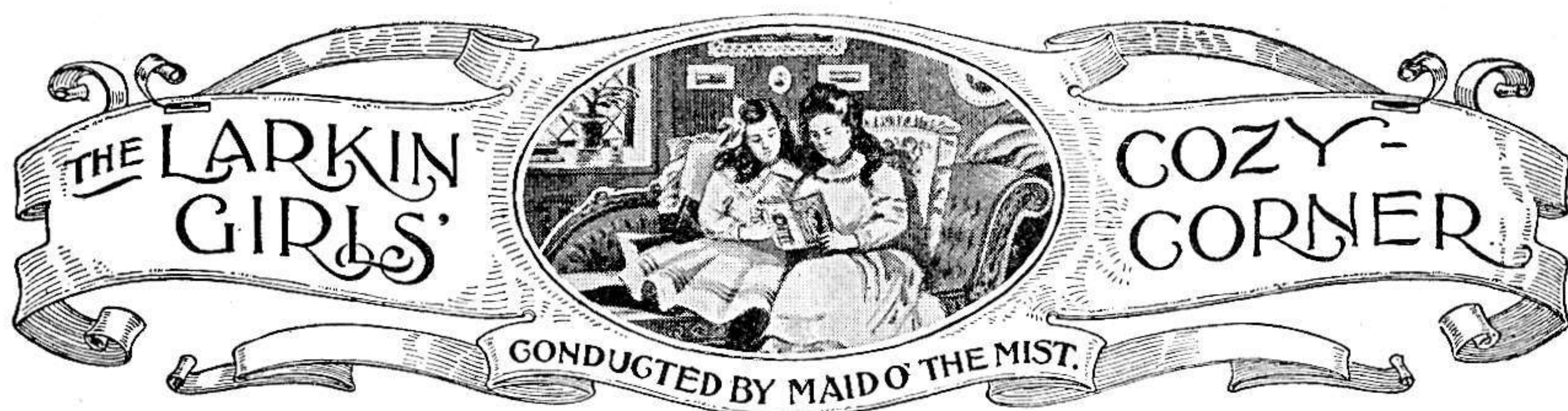
Rocker; after receiving the Soap and chair, books were printed containing chances; each member was given a book, and some of the Soap to sell.

"After all the returns were made, we found we had realized \$75.00 on your chair, which was a clear gain, and quite an item to add to our treasury.

"Your chair not only helped us financially, but was instrumental in obtaining a number of new members. We have decided to send you another order and obtain a Library Table and a pair of Bronze Ewers.

"I sincerely thank you for past favors and assure you of my future patronage."





"The stormy March has come at last,  
With winds and clouds and changing skies."

And I suppose the girls of the Cozy-corner are like other girls, somewhat troubled about their complexions; for we all know what a boisterous reputation the March winds have.

However, with Larkin Derma Balm and Cold Cream, one may defy the elements. Derma Balm is especially nice for the hands and Cold Cream for the face. Then there is our latest emollient, Larkin Rose-water and Glycerine, which I hope you have all tested the virtue of by this time. Just remember that before using any of these preparations, the face and hands should be thoroughly cleansed in very warm water. This will open the pores of the skin and make the soothing application more effective.

It is just as necessary that you should give a little time to the care of the hands and the face during stormy weather, as that you should always be neatly and simply dressed. I would not have you foolishly vain, but just a little careful of the bloom of youth that comes to us all but once in a lifetime.

While reminding you of the havoc wrought by this windy month, I would also remind you of the joys it should bring to your hearts. At this season of the year, we should all be up and doing, glad to be alive; because here come the daffodils, the beautiful golden daffodils, the narcissus and the fragrant jonquils, the first gay notes in the song of spring,

and before the month is over some of us will be listening to the first robin and the first bluebird.

You ought to be happier now than at any other time in the whole year. The springtide puts a spirit of youth in everything, so you young people ought to feel that the season is particularly yours, and your exuberance should be aroused with the return of the leaves and the singing of the birds. A very few weeks more and we shall be discussing plans for another summer's work. Get yourselves ready to make the best effort you have made yet, and the Larkin Co. will be an efficient assistant.

And then there is the spring house-cleaning. This thought doesn't make you as happy as the other one, does it? Unfortunately, most of us have unpleasant memories of former occasions and we almost dread the many inconveniences we have to put up with at such a time.

Right here I want to tell my girls, big and little, that there are numberless things which even a little girl can do to help Mother, when she has no one else. "Where there's a will, there's a way," you know, and a cheery little helper, who laughs at the mishaps and sings when everything goes smoothly, is worth her weight in gold. What difference if you do get all tired out? Sleep will be all the sweeter, and the satisfaction that comes from being a real help more than repays you.

Don't despise the little household tasks. After sitting still in school, they afford a relaxation from which



you can get a great deal of pleasure by performing them in the proper spirit.

Most important of all, just before housecleaning is the very best time in all the year to get orders easily. At this time you would do well to be doubly zealous in the work among your friends. Nothing like Sweet Home Soap for scrubbing, with Larkin Lye handy for spots, etc., and Boraxine for woodwork. All the neighbors know this already; they will be glad to have them brought to their doors just when most needed.

Take your Premium List with you and show them the excellent Carpets, Rugs and Dressers offered. These, especially, may be needed just at this time and may be purchased with our Soaps when it would be quite impossible to afford them in any other way. The illustrations will speak for themselves, and you will find that very little urging will be necessary.

#### WASHING LACES.

There is nothing so destructive to laces as careless washing, and it is, therefore, advisable to do this part of the laundry work at home. It is not a tedious or difficult task, but it requires care and the use of the proper materials.

Real lace and very delicate silk laces are easily cleaned by the use of benzine or naphtha. As both these articles are very inflammable, it is necessary to do the work outdoors or in a room where there is no lighted lamp or open fire.

Put the naphtha in a bowl and move the lace about in it, working it up and down rapidly. If the naphtha becomes dark, put the lace in another vessel and pour fresh naphtha over it. Dip it gently up and down, keeping the lace on the under side, until it is clean. Stretch

the cloth to which the lace is basted out upon a clean table with the lace uppermost, and secure it with a few tacks or pins. This should be placed in a room where no dust will fall on it and allowed to remain all day. It will be dry in a short time, but a day's airing will be needed to get rid of the smell of naphtha.

If the naphtha that has been used is set aside a few hours, the dirt will settle to the bottom, and the clean naphtha can be poured off and used again to wash silk, kid gloves, or anything that cannot be washed in water.

Lace or embroidered handkerchiefs, collars and other laces are nicely cleaned by the following method: Make a suds of soft water and White Woolen Soap. Rub the soap on the dirty spots and put the articles in the suds to soak for several hours; then wash, with as little rubbing as possible. When white and clean, rinse them through two or three lukewarm waters until not a trace of soap remains, and in the last one put a very little bluing if they are to be a clear white. (Larkin Ball Blue makes everything white, never greenish-yellow as liquid blues do.) Never wring laces. Place them in a thin, clear starch, and when taken from this they are ready to dry.

A good, but tedious, way is to cover the spare-room carpet with a sheet held firmly and smoothly by tacking the edges to the floor. Spread the laces upon it, pulling them straight and pinning each point in place. Let it remain until all are dry. Another way is to press them smoothly upon a window-pane or marble slab. In either case, it will not be necessary to iron them, and they will have a fresh, new look that they could not have if they were ironed.





## THE LARKIN CLUB-OF-TEN

The Highest Development of the Larkin Idea

### OUR CLUB-OF-TEN.

BY MRS. A. B. ORENDORFF.

I'm a member of a Club-of-Ten  
 And take a royal pride  
 In inspecting all the Premiums,  
 And getting my Soaps beside.  
 Each month we meet together  
 And pay our little fee;  
 Then try our hand at drawing slips,  
 To find who lucky will be.  
 For that is the plan we've chosen  
 By which to designate  
 The one to whom the premium  
 Shall be given on each date.  
 We're all in much excitement  
 Till every one is there.  
 I am as anxious as the rest,  
 For I want a Morris Chair.  
 We never are discouraged  
 Though we are unlucky, then;  
 It's fun to be a member  
 Of a Larkin Club-of-Ten.  
 When we depart our several ways,  
 Each takes her own Soap home;  
 But if one doesn't feel so inclined,  
 A little expressman will come.  
 He is the dearest little man  
 And willing to do his part;  
 For there he is already  
 With his little Express Cart.  
 This little cart is all O. K.  
 It says "Larkin" on the side,  
 And every one of the neighbors' boys  
 Is clamoring for a ride.  
 They all hurrah for "Larkin."  
 They know where the cart came from,

And say, "Oh, mamma, get me one  
 Instead of a great big drum."

Our Club is a source of pleasure—  
 A continuous round of fun;  
 Yet truly I say it's a profit  
 To every single one.

### ASKED AND ANSWERED.

Q. Is there any way by which I  
 can purchase Larkin Products, one,  
 two or three dollars' worth at a  
 time, and obtain Premiums?

A. Yes. Organize or join a Larkin Club-of-Ten.

Q. Although I had never purchased direct from you before, I organized a Club-of-Ten and I have sent you some orders; yet you have not given me a Certificate Premium. Why is it?

A. Certificate Premiums are given only to old customers who send us \$10.00 prepaid Club or Recommended orders. You should have sent us the first order in your own name to establish you on our records as a customer. Thereafter, each order should have been signed by a member, in space No. 1 on our Order-blank, and countersigned by you, in space No. 2, the names of all the members of the Club being added.

Q. Who is entitled to the extra Products in each box? Do they not belong to the member paying the freight?

A. The present-for-cash and the Certificate Premium are given to the Club organizer to repay her for organizing and conducting the Club. The Club member receiving the Premium should pay the freight on



one entire order because in the aggregate one member will have received the quantity of Soaps and other Products which one case contains.

Q. If she prefers it, may a member of a Club have a \$10.00 box of Larkin Products as a Larkin Premium?

A. Yes.

Q. One of our Club-of-Ten is about to move away, and as she has received her premium wishes to know how much she owes the Club.

A. A withdrawing member who has received the Larkin Premium should pay the Secretary, for the use of the Club, the sum of \$6.00 less one half of the amount already paid. (Example:) If one has already paid \$4.00 and received a Larkin Premium, she should pay to the Secretary \$6.00 less one half of \$4.00 or \$2.00=\$4.00 additional, making \$8.00 the price paid for \$4.00 worth of Larkin Products and a Premium.

#### MRS. GUNTHER GIVES LUNCHEON.

A very enjoyable time was held on Monday afternoon, January 23, by the Larkin Club-of-Ten at the residence of Mrs. J. D. Gunther, 322 Fifteenth street, the following ladies being present: Mrs. O. E. Strong, Mrs. H. E. Snider, Mrs. N. Johnson, Mrs. H. Johnson, Mrs. Charles Corbett, Sr., Mrs. J. Howard, Mrs. Charles Corbett, Jr., Mrs. Lester Corbett, Mrs. F. M. Cook, Mrs. E. Martin, Miss J. Matthews.

Mrs. J. D. Gunther received, as her Larkin Premium, a very handsome polished oak table. Luncheon was served by Mrs. Gunther and musical selections were rendered by Mrs. F. M. Cook.—*Brooklyn Item*.

#### THE CLUB GLAD TO CONTINUE.

Mrs. Chas. Nowak, Blossburg, Pa., writes: "I am sending you a picture of my daughter Polly, who has just organized her second Club-of-Ten. The members of her first Club are delighted with their Premiums. The Club-of-Ten provides so easy a way to secure the beautiful Larkin Premiums, that they all were glad to join. Any boy or girl who tries can be as successful as Polly."



#### CLUBS EASILY ORGANIZED.

The addition of Coffee, Corn Starch, Cocoa, Chocolate, Flavoring Extracts, Gloss Starch, Ball Blue and other household necessities to our extensive list of products, makes it easy to organize Larkin Clubs-of-Ten.

The Larkin Products and Premiums are known everywhere. They always give satisfaction, and members are easily secured. Even though you never have organized a Club, you will find that experience is not necessary, and that there is pleasure as well as profit in organizing Clubs and conducting them.

Many organizers always have half a dozen or more Clubs under way the year 'round.



A LARKIN CLUB-OF-TEN.  
Mrs. Bessie Hoppert, Sec.,  
Peoria, Ill.



## LARKIN CORN STARCH NOW READY FOR LARKIN CUSTOMERS.



Larkin Corn Starch, another culinary article of sterling quality, may now be included in all orders for the Larkin Products.

Corn Starch is a staple article of food, and housewives are apt to say, "Corn Starch is Corn Starch; one kind is as good as another." If they do they are in error, for Larkin Corn Starch has many points of superiority over the common kind.

Larkin Corn Starch is made from Western-grown Indian maize by a correct process that is conducted with great care. The starch exists in the corn in the form of minute granules. These granules are surrounded by a substance called gluten. To separate them, it is necessary to ferment the crushed corn. Great care is taken in order that no fermentation except the one needed sets in. This insures superb color, sweet odor and nutty flavor.

The color of Larkin Corn Starch is an index to its quality. Its creamy yellow is found only in goods of the finest quality. Absolutely no coloring matter is used in its manufacture. It is not necessary to use coloring matter, for only inferior goods must be doctored.

The odor is sweet and delicious. Corn Starch is very absorbent of gases and odors. Larkin Corn Starch is made in a factory that is as clean as a pin; every precaution to keep its odor uncontaminated is observed. Even the paste used in fastening the labels on the packages in which it is sold is made of Corn Starch. This and many like precautions insure the

true, pure starch odor so delightful to the discriminating housewife.

Finally the taste, the important feature of any article of food, is nutty and palatable. The true corn flavor is distinguishable in dishes made from Larkin Corn Starch.

Its purity is unimpeachable. There is nothing in Larkin Corn Starch but starch from the corn.

We want you to try Larkin Corn Starch. We are sure about the quality of the article and are willing to rely upon your judgment for a verdict in its favor.

*Blanc-mange* is a good test of the culinary quality of a corn starch. Prepare this dish according to the directions given on each package of Larkin Corn Starch. You will notice that when it is ready for the table, it will be clear, sparkling and trembly, not unlike gelatine. Some corn starch does not turn out that way. It is apt to be tough or crumbly, and has none of the cool, palate-pleasing tremble, characteristic of *blanc-mange* made from Larkin Corn Starch.

As a first-class, wholesome and delicious article of food we unqualifiedly guarantee Larkin Corn Starch to give the satisfaction Larkin quality insures.

In 1-lb. packages, price 10c.

### LIKES TO EARN LARKIN PREMIUMS.



Mrs. Belle Hutchison, Manova, Pa., writes: "I sold \$80.00 worth of the Larkin Soaps and Products from August to December, 1904, and am very fond of the work. My customers were delighted with everything. One who once tries your goods will always demand Larkin Soaps and Boraxine."



## THE PRIZE PHOTOGRAPH CONTEST.



"IT MAKES US LONG FOR SUMMER."

Awarded First Prize of \$2.00 for Landscapes in February Contest.  
Taken with our Gundlach Camera by Mrs. A. G. Willis, Conneaut, Ohio.

In the Contest closed February 15th, the following prizes were awarded:

Landscapes, First Prize, \$2.00, Mrs. A. G. Willis, Conneaut, Ohio.

Landscapes, Second Prize, \$1.00, Joseph M. Dissinger, Harrisburg, Pa.

Genre Subjects, First Prize, \$2.00, Edith Frost, Syracuse, N. Y.

Genre Subjects, Second Prize, \$1.00, Miss C. Mellen, Richville, N. Y.

Send in your photographs for the Special Winter Contest. The Contest will close April 1st, so don't delay. It is open to every one who owns a Gundlach, Chautauqua or Korona Camera.

For the best three photographs of winter scenes, we offer three cash prizes, as follows:

First Prize, - - -	\$5.00
Second Prize, - - -	3.00
Third Prize, - - -	2.00

See full announcement in THE LARKIN IDEA for January.

## MAKING A PASSE-PARTOUT FROM A SPOILED NEGATIVE.

"Wash off the film, using warm water and soap. Clean the glass

with a little French chalk. Cut a piece of paper the size of the picture intended to be mounted and paste it in the middle of the glass. Paint the clear edges of the glass with black paint, and when dry, soak off the piece of paper and place the print in position, fastening it at the corners with a bit of paste." Our correspondent suggests using another negative for the backing, but it is just as well to use a piece of paste-board and save the glass for another print. The print and the backing are bound together with passe-partout binding, which comes already gummed for use, as does the hanger by which the picture is suspended.—*Photo-Era*.

Take pains with your pictures. Photography is an art. Work slowly and thoughtfully. To have taken and finished one photograph well, is more credit to the photographer than a hundred ordinary efforts. Make

quality your goal. Your results will be better, your pleasure keener.



"OFF TO FILL THE ORDERS."

Awarded Second Prize of \$1.00 for Genre Subjects in February Contest.  
Taken with our Chautauqua Camera by Miss C. Mellen, Richville, N. Y.



"A LARKIN BOX PARTY."

Awarded First Prize of \$2.00 for Genre Subjects in February Contest.

Taken with our Chautauqua Camera by Miss Edith Frost, Syracuse, N. Y.



## COFFEE FAKING.

Even coffee made from inferior beans, if prepared with the care most housewives bestow upon their cooking, is a passing good drink. It is only by comparison that one may discover how much he really misses by drinking a poor coffee. Coffee dealers know this and most of them bank on it.

The retail coffee sellers, the grocers from whom you have been buying, seldom know very much about coffee. They know some things, things that the wholesalers wish them to know and that are learned from the wholesalers' representatives, but of genuine coffee-quality, most of them are quite ignorant.

They accept what the wholesalers give them. The consumer rarely, very rarely, if ever, tests coffees cup with cup. He takes what the retailer, honestly enough perhaps, passes over the counter and accepts what is said about it at face value.

This state of affairs makes possible the widespread faking that exists in the coffee business. We do not refer to adulterations, although there is a great deal to be said about them, but to misrepresentations of the grades and qualities.

One example will make our meaning clear. The term Mocha-and-Java has become almost synonymous with the word coffee. Millions of pounds of Mocha and Java, so-called, are consumed in this country every year. Every corner-grocer has his own special Mocha-and-Java blend, ranging in price from 25c. to 40c. a pound. The consumption of so-called Mocha-and-Java coffee in America for one year is greater than the importations of genuine Mocha-and-Java coffee for twenty-five years.

Statistics of the New York Coffee Exchange, reliable beyond question, support this assertion. During the year closing June 30, 1903, there was imported by American dealers 6,871,027 bags of coffee. The combined importations of Mocha and Java amounted to less than 120,000 bags, or about 2 per cent. of the total importation. Each bag contains 130 pounds. On an average, each person in the United States uses ten pounds of coffee a year. Only one and a half per cent. of us can, therefore, drink genuine Mocha and Java. Pretty evident that some of us have been hoodwinked.

Where does the so-called Java and Mocha come from? Most of it, from

South America, chiefly Brazil. Approximately, this country produces three fourths of the coffee consumed in the world, but the general public does not know Brazilian coffee as such, because most of it is sold under purely arbitrary designations, such as Mocha - and - Java

and other trade names. Indeed, it is safe to say that nine tenths of the coffee sold in America as Mocha-and-Java is really grown in Brazil.

This would not be so great an objection were it not for another fact. The best grades of South-American coffees are so good that they command satisfactory prices when sold as South-American coffees, which leaves the inferior grades to be palmed off as Mocha-and-Java and other fancy brands.

Larkin 35c. Blend Coffee is of the mild mountain-grown variety, from the finest plantations of South America. We give it no fancy fictitious name. We ask you to try it; the points in its favor will at once become evident.





**LARKIN EXPRESS WAGONS.**

Acknowledging an order for ten car-loads of Express Wagons a manufacturer recently wrote us as follows:

"It gives us peculiar satisfaction to be favored with your business, because we believe that the Larkin Co. appreciate quality as well, if not better, than any other buyers of this commodity in the United States. We, therefore, look upon the fact that we have been able to secure your business in competition with other makers of this article, as a decided victory for our product."

**NEARLY A YEAR TO COUNT LARKIN CO. CARTONS.**

In reporting a Larkin Co. contract with a firm in Lockport, N. Y., for thirty million Sweet Home Laundry Soap Cartons, the *Union-Sun* of that town says:—

"When figures run into the millions, the human mind does not readily grasp the magnitude of the commodities involved. Thirty million sounds simple, but its numerical significance is difficult to grasp. A person glib of tongue can count 200 orally per minute. Working ten hours a day, he would count 120,000; so it would take him just exactly 250 days to count 30,000,000.

"But when it comes to printing that number of boxes in two colors, the problem is still more complex. There are the preparation and handling of raw material, the printing, folding and pasting of the boxes, the packing and shipment of the finished product. All that means the employment of a lot of hands.

"To comprehend the magnitude of the job, let's look at it from still another side. The 30,000,000 folded boxes will mean the shipment of a car-load of them every four days for three years."

**LARKIN VANILLA REDUCED TO 25c.**

Larkin Vanilla is reduced in price to 25c. for a full 2-oz. bottle and may now be included in all orders for the Larkin Products at that price.

It is an essential part of the Larkin Idea at once to pass to the customer the benefit of any reduction in the cost of manufacture of a Larkin Product. This explains the reduction in price of Larkin Vanilla.

From the day Vanilla was placed on our Order-blank, the demand for it has been great, so great that we have been able to purchase the raw materials in larger quantities and to a greater advantage than we had expected. In addition to this, manufacturing in large quantities is more economic than manufacturing in small quantities. These two things made it possible to cut down the cost of making Larkin Vanilla, and to reduce its price.

The quality of Larkin Vanilla will not be changed. We'd make it better, if we could; it's as good now as a vanilla can possibly be made from the finest of vanilla-beans by a correct and skillfully conducted process.

Larkin Vanilla is unexcelled by any on the market. We know, first, by comparison, and then by reason of the fact that when an article's as good as it can be, it's out of the question for anybody to make it better.

Larkin Vanilla is a pure article—no tonka, no artificial drugs, no coloring matter, go into its make-up. If you have never tried it, order a bottle in your next box. Flavor a quart of cooking material with a teaspoonful of the Extract and notice the delicious, fruity flavor of true vanilla.

Price, 25 cents for a full 2-oz. bottle.





## THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE.



"DON'T carry your wishbone where your backbone ought to be," I once heard a gentleman say, and I thought to myself I'll just remember that and tell the boys about it.

I'm not very fond of the word *Don't*. *Do* and *be*, to my mind, are much better, but there is a lesson in the gentleman's remark for you boys, and for some of us old boys, too.

*Don't carry your wishbone where your backbone ought to be.*

Every boy who's worth his salt, has a wishbone. I wouldn't give a snap of my old fingers for a fellow who hasn't. I like to hear a boy talk about some day owning the biggest store in town, living in the best house and driving the fastest horse. These are the wishes that help boys grow into strong men.

Even if after forty or fifty years they do turn out to be mere wishes, nothing's been lost. And I want to tell you, there are no biggest stores, no best houses, no fastest horses, except where somebody, sometime, has done some good hard wishing.

Then there are the little wishes that all bright boys have—the wish for the highest flying kite, for the biggest bag of marbles, for the best fishing rod and for the hundred and one other best and biggest things that boys, wide-awake boys, like you chaps, all wish for. There's something wrong with the fellow who says, "Any old thing's good enough for me." Symposium boys don't say it, and that's why I'm so

fond of them. You all have wishes, and the more you wish, the better I like you.

Now that we understand each other in regard to wishes, what about carrying a wishbone where a backbone ought to be?

To me "backbone" stands for everything there is about a boy, or a man, either, for that matter, that means get-up and go, do something—it's grit, nerve, and wind, all combined. If there's a hard task to do or a hard fight to stand up to, it's his backbone that a fellow must rely upon.

All boys, of course, have a certain amount of backbone; but just for the sake of illustration, picture a fellow who hasn't. Here he is, wishing, day after day, for fast legs and strong arms, for a good sled, new skates, a camera, a pony and a saddle, pocket money and many more of the things a boy likes to have around him. Nothing but wishing, with never a thought of how these things might be secured. Even if a plan should be suggested, he wouldn't have the nerve to go in for it. Only a wishbone—no backbone at all. Unless he wakes up soon, he'll never amount to a row of pins. And the boy who carries a wishbone where his backbone ought to be, is in just about the same boat.

The boy for me is the boy who can do a great amount of wishing and who has stamina enough to make his wishes good.

Making wishes good isn't always an easy matter, I'll agree, but with

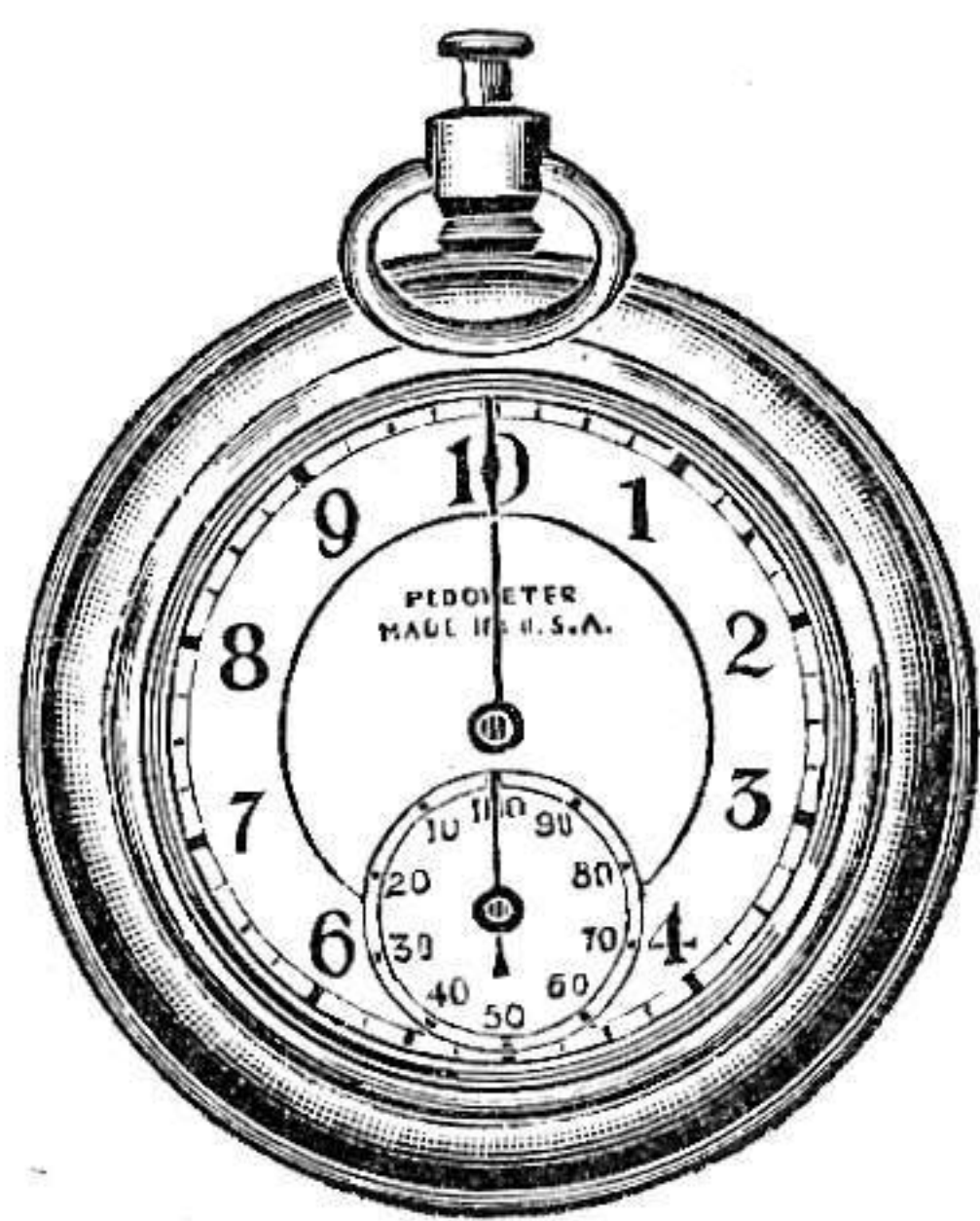


good help and chances, it can be done. The Larkin Co. is ready and anxious to help every boy who has backbone enough to help himself. Many of the things that a fellow ought to have about him every day can be earned from us in Premiums; and if we don't offer the article you need, we provide a way for you to earn money that will buy it.

If you haven't your own copy of our Premium List, write for one without delay. Glance through it and see how many of the things that you've been wishing for can be earned from us, and how easily. If they're not listed, order \$20.00 worth of our Products for \$10.00; sell them for \$20.00 and you make \$10.00. Just keep that up, and in short order you'll have all the money you need.

Get up on your toes, fellows, make those wishes good.

#### PEDOMETER.



A wizard-like instrument that tells how far you walk. Any person of sedentary habits is liable to be very much surprised by an accurate

report of the number of steps taken each day, or the distance walked.

One of our young ladies who thinks she needs exercise, by wearing a Pedometer a week discovered that she had walked 26 miles in the office, all within a radius of fifty feet, and 23 miles outside of it, making a total of 49 miles in a week.

The writer, who has been regretting his inability to get sufficient exercise since his connection with this office, has been able to register

without effort four to five miles per day.

The fact that an instrument the size of a small watch and costing only \$1.50 can be made scientifically accurate and reliable is fresh evidence of the efficiency of the American mechanic and his machine.

Such instruments were formerly made by hand in Switzerland and cost from \$10.00 upward.

Offered by us free for one Certificate. Choice of Nickel or Gun-metal finish.

#### THE GRAPHOPHONE.

BY WM. S. SHAW.



When the evenin' meal is over,  
An' the dishes cleared away,  
We gether in the settin' room  
To hear the music play.

Betty Ann'll place the big horn  
On the brand-new Graphophone,  
While the rest on us'll set aroun'  
A-listenin' to its tone.

It doesn't matter what yer want  
She's "got the goods" each time,  
From "Yankee-doodle, keep it up,"  
To "Bingen-on-the-Rhine."

Yer talk about yer theyater  
An' concerts in the hall!  
I 'druther listen to our 'Phone  
That sets agin the wall.

By hokey! 'twas a happy thought  
When I sent to Buffalo  
An' got a box of Soaps an' things  
From the famous Larkin Co.

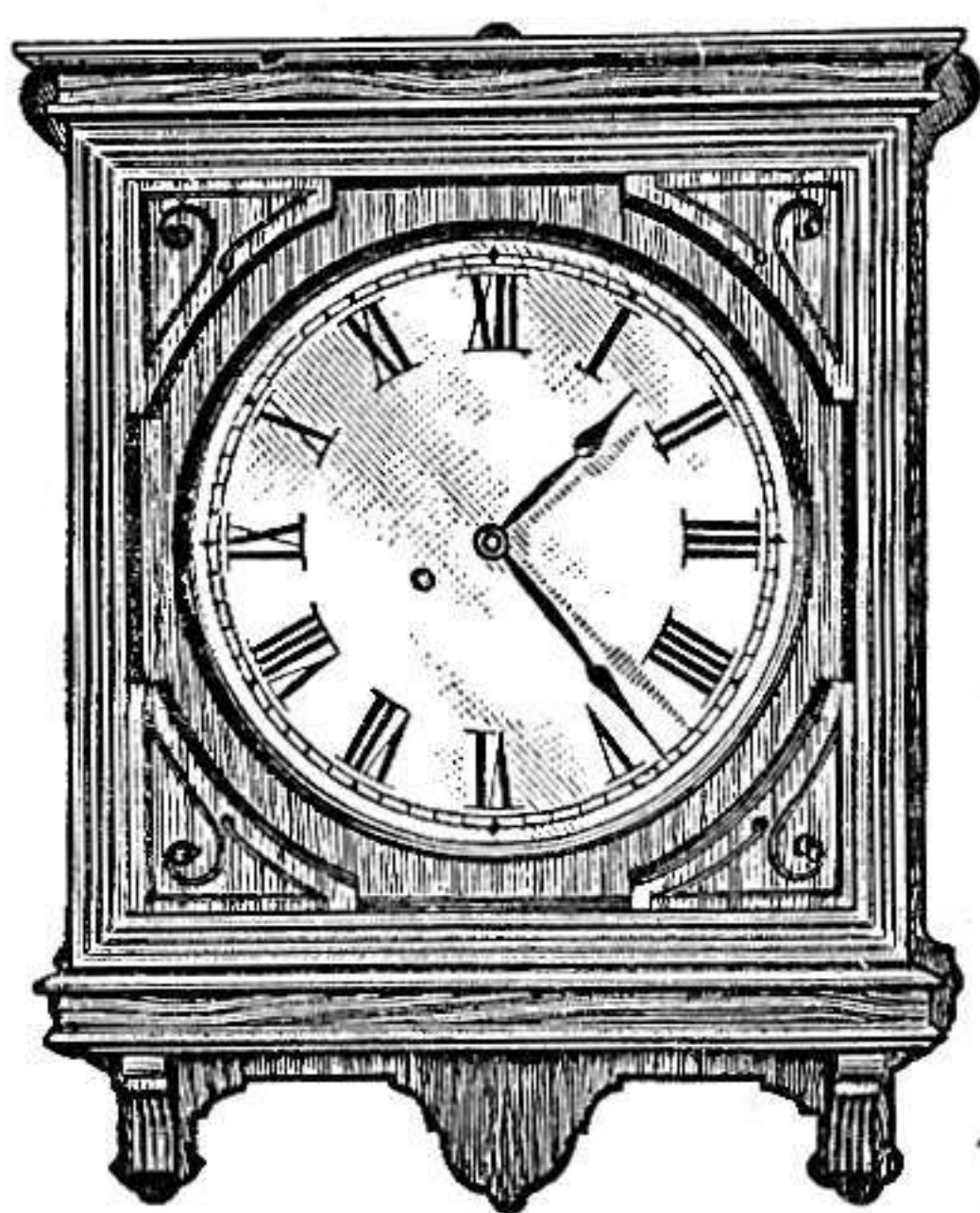


## Help for Schools

*VALUABLE EQUIPMENT OBTAINED FREE BY MEANS OF A  
LARKIN SCHOOL CLUB.*

There is not a State in the Union in which the Larkin School Club is not known.

Maybe YOU haven't heard about it and perhaps you don't know that your school can have valuable school-room accessories free. From Maine to California, from the Great Lakes to the Gulf, are thousands of schools that are being helped.



SETH THOMAS WALL  
CLOCK No. 15

Free to Larkin School Clubs  
with \$10.00 worth of Larkin  
Products.

schoolroom furnishings that are not only a help, but a source of pleasure, too.

The parents are glad to co-operate by purchasing through the School Club, Laundry and Toilet Soaps, Toilet Articles, Food Products, and other Household Necessities, at regular retail prices. They have the advantage of purchasing Larkin Products, all of which are noted for superior quality, and the satisfaction of knowing that every penny they expend in this way is improving the school their children attend. With each \$10.00 order the school receives a \$10.00 Premium free.

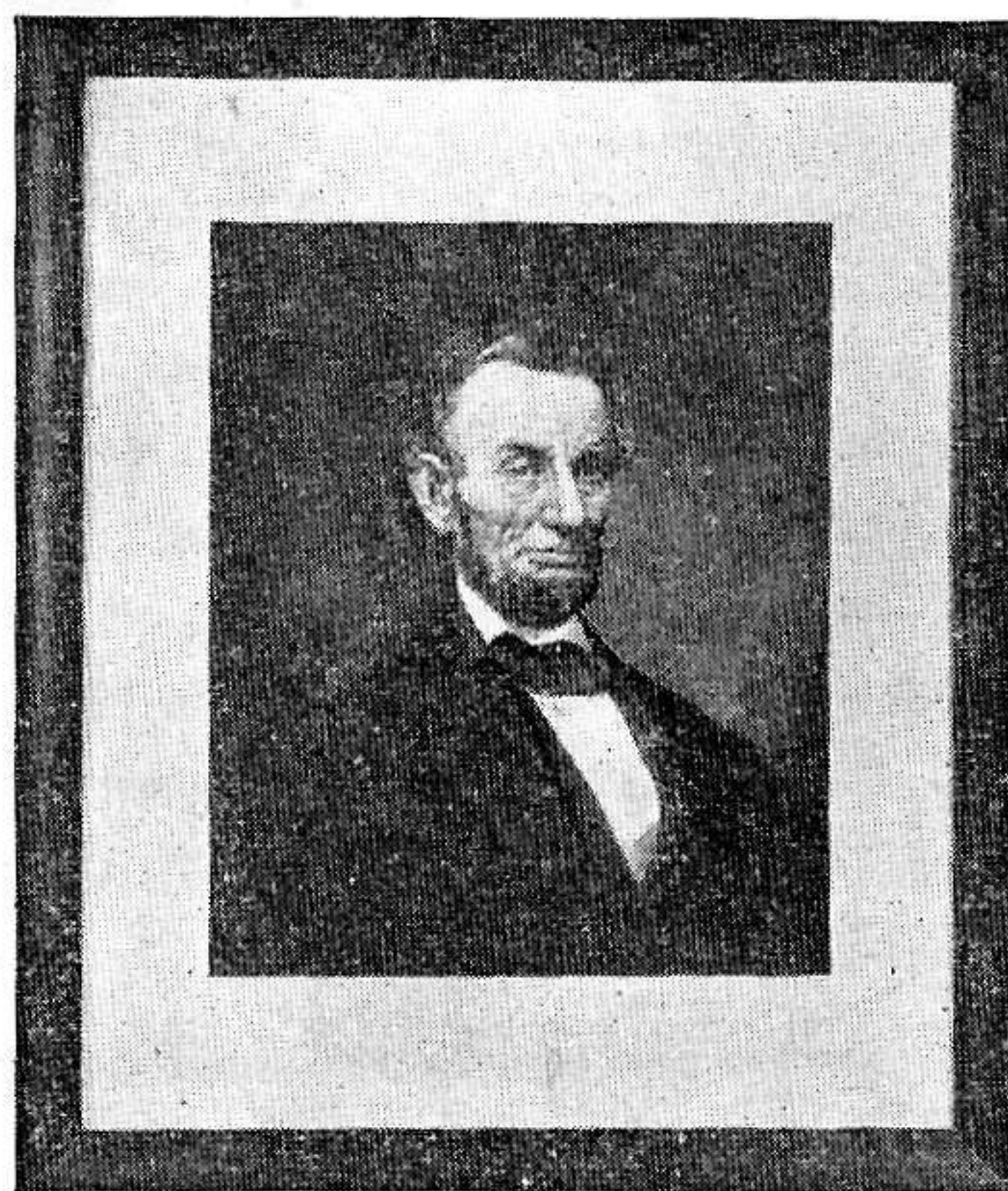
State Superintendents, School Commissioners, School Boards, Principals and Teachers everywhere endorse

the Larkin School Club as an excellent means of school development. It is approved by everyone acquainted with the details of its operation.

The Special Prize Contest has aroused much extra interest this season. The schools are competing for a prize of \$50.00 worth of Larkin School-Club Library Books, and there are also five prizes for pupils. These are in addition to the regular Premium given with each order sent. All schools have an equal opportunity to compete, and all should be entered.

All the Premiums given are of honest workmanship and finish. Purchased at retail, the price of each Premium would be what we charge for the Products alone.

Correspondence from teachers who wish to know about the Larkin School Club is always welcome. We shall be glad to send complete information. Address, Larkin Co., School Club Dept., Buffalo, N. Y.



TABER-PRANG PRINTS.

Any three Framed Prints free to Larkin  
School Clubs with \$10.00 worth of  
Larkin Products.



# ***Coffee or Chocolate Set***

***Four Pieces Given for Five Certificates; or FREE with  
\$10.00 Worth of LARKIN SOAPS and  
PRODUCTS.***



**T**HIS graceful Set is made of pure Britannia metal quadruple plated with pure silver; bright burnished finish with exception of the trimmings and the bottom of Tray, which are satin finished. The Cream Pitcher is lined with pure gold.

Each piece has beautiful rococo border, and all except the Tray have extension bases with rococo border.

These pieces are somewhat smaller than the regular Tea Set size, the Pot being 8½ in. high with a capacity of 20 oz.; the diameter of the Tray is 10 in.

*Larkin St.,*

***Larkin Co.***

*Buffalo, N. Y.*

*Established, 1875.*





LARKIN  
55c BLEND  
COFFEE

SUPERIOR CUP QUALITY  
ABSOLUTELY PURE

THREE POUNDS GROUND - PRICE ONE DOLLAR

*Larkin Co.*

IMPORTERS & ROASTERS

BUFFALO,

U.S.A.